

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

APRIL 1, 1957



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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Editorial

MARKET DATA

In the 19-page mimeographed report of a marketing study of the nursery industry in New York state conducted by two marketing specialists of Cornell University, are some interesting gleanings. The data regarding types of trade outlets, classification of nursery concerns, volume of sales, size of business, type of ownership and channels of distribution are much along the lines of those gathered in similar studies elsewhere.

The questionnaire, which was sent to one fourth of the 1,504 holders of nursery certificates in the state described as nurserymen or nursery dealers, obtained some noteworthy information on advertising, which would have been more valuable if amplified.

Surprisingly, newspapers are used by New York nurserymen for advertising more than any other medium. Perhaps this is because most of them are located in smaller communities, where newspaper coverage is thorough and rates are low.

Only one third as many use mailing lists, which are generally acknowledged to be an easy and effective form of advertising for seasonal enterprises like the nurseryman's. Surely a mailing list is easy to compile merely by securing the name and address of every purchaser. Different types of nurserymen were evidently included among those using mailing lists, for the median-size list was reported as about 2,000 names, a few firms having lists of more than 10,000 names.

Evidently, likewise, various types of nurserymen were included among the number reported as distributing catalogs. The median number of catalogs printed for firms using them was 5,000, with 14 firms distributing more than 10,000 catalogs each during 1955.

Of the concerns that advertised, the expenditure for this purpose ranged all the way from 1 per cent

of 1955 gross sales to (in one extraordinary case) 20 per cent. The average expenditure for growers using advertisements was 1 per cent of gross sales and 2 per cent for non-growers.

These glimmerings on the advertising of nurserymen in one of the leading states in this industry reveal, at any rate, how little is done and how fragmentary is our knowledge of this important business tool.

MORE MEMBERS

More than one state association has been found by its current officers to have developed so that it is far from representative of the various branches of the nursery industry in the state. The reasons are difficult to determine, for the process has been a slow one over the years. It may have been that the larger firms in the state were responsible for the formation or early maintenance of the association, and consequently have filled the various offices, so that the small operators of the state have felt outsiders. Or it may be that the convention programs, unchanged in tenor from the old days, have been concerned with propagation, field culture and such topics for the growers, so that the retailers have felt the association to be of little worth to them.

Whatever the manner in which this situation has developed, officers of such associations are concerned with obtaining not only a larger membership, but also one more representative of the industry at large. To do this, the meeting programs and the activities of the association can be broadened, so that there is direct attraction for each important segment of the trade in the state.

A special program of a half day or even a day on garden shop problems will attract many newcomers. The landscape nurserymen may be given their innings. In one or two instances a special social program has been devised to obtain at least one day's attendance of the many one-man operators, no longer called wheelbarrow artists, because they own one or several trucks.

Not only is the object of gleaning representation of the entire industry important in such an undertaking, but, also, the growth in numbers of those engaged in this field warrants more diversification in the activi-

ties and meeting programs of most state associations.

CHALLENGE IN DESIGN

As the area of home properties has decreased in size, the combination of the utilitarian necessities with aesthetic aspirations has become an increasing challenge to the designer, particularly when orders pile up in localities where home building has been heavy. In some subdivisions the lots are too small to admit of development. But in the better subdivisions and in the grounds about individually built homes, say one-half acre or more, the designer has opportunity for individuality of treatment and some originality in pattern.

The landscape nurseryman or the designer who just uses a stock plan or dots some evergreens and shrubs over the property—unless the homeowner is extremely limited in expenditure—is not serving himself, his customer, his community or his industry to good advantage. His planting will not draw other customers; the homeowner will be dissatisfied in time though he may not know why; the community will have a hackneyed aspect, and the nursery industry will not be promoted as it would be if thought and originality were given to the project.

This criticism applies to some large and expensive plantings as well as to those of only a few hundred dollars' cost. It could be obviated if the designer would reflect on the aspect of the property and seek its differences from others that one had planted rather than its similarities. With this attitude in mind, landscape nurserymen and other designers will meet the challenge in the design of home properties which will continue to confront them.

W. H. PERRON, W. H. Perron & Son, L'Abord a Plouffe, Que., Canada, was recently elected president of the Quebec Landscape Gardeners' and Nurserymen's Association. John King was elected secretary.

CORUM'S NURSERY, Laurel, Miss., has been purchased by Aubrey Blackwell, Lucedale, Miss. Ornamental stock, from the Blackwell nursery at Lucedale, purchased in 1944, is being set out on the Laurel acreage. David Corum, Jr., retains the flower shop on the property.

Massachusetts Short Course

Panel on Garden Center Operation

By Edward B. Donnelly

An excellent short course for nurserymen was conducted by the Massachusetts Nurserymen's Association at the Waltham field station, Waltham, February 28 and March 1, with 150 in attendance. This course provided a comprehensive survey of the subject of garden centers and nursery sales grounds and was prepared and conducted as a panel under the direction of the educational committee of the Massachusetts Nurserymen's Association, with Seth L. Kelsey, Kelsey, Inc., East Boxford, chairman, assisted by Lester W. Needham, Adams Nursery, Inc., Westfield; Richard M. Wyman, Jr., Wyman's Garden Center, Inc., Framingham, and Robert L. Ticknor, Waltham field station, secretary.

The meetings opened at 10:30 a. m. Thursday with a welcoming address by Seth Kelsey, who introduced the moderator, Emil Trampusch, one of the proprietors of the Garden Exchange, Trumbull, Conn., and the members of the panel, William Bigelow, Bigelow Nurseries, Northboro, Mass.; Willard Bond, Wyman's Garden Centers, Inc.; Charles Godin, Adams Nursery, Inc.; Raymond S. McLay, Tree-Land, Inc., Cambridge, Mass., and Clifford A. Packard, Bay State Nurseries, North Abington, Mass.

John R. Havis, director of the Waltham field station, greeted the participants in the short course as they arrived.

Location and Layout of Center

The morning meetings on Thursday were devoted to the topics of location and layout, with a comprehensive discussion of such problems as areas to be served, relation to traveled roads, relation to other nurseries and businesses, the shade house, the garden store, the greenhouse, container areas, parking, demonstration plantings and general appearance with relation to buildings, landscaping and seasonal displays. A review of these panel discussions brings to the nurserymen many original and practical ideas for successful operation of the garden center.

Clifford Packard, speaking on location, urged that the problem be approached scientifically, as is done in locating supermarkets. A study

should be made of the population within a radius of 20 miles. The garden shop center should be near the nursery, and the public should be well informed of the location through the use of road maps and route numbers. Location on a superhighway is not necessary, since the buying public will travel many miles for shrubs and nursery stock. However, the route should have a number. Zoning laws and tax rates have to be considered, and there is an advantage in locating near other garden shops.

Competition

There need be no fear of competition from supermarkets if the owner of a garden center stresses the superiority of his own commodities. He should advertise the good care he gives his plants and the fine-quality stock that he produces. The man who knows good plants grows good plants. Good parking facilities are necessary. There are more opportunities for good advertising on a well-traveled road.

Raymond McLay stressed the importance of locating on the side of the road which will be the home-bound direction for the largest number of people. He finds that keeping a front area for parking brings in more business, because of the psychological effect. People who see a number of parked cars become

curious, go in to look around and usually purchase. Mr. McLay feels, also, that advertising is highly important and that location on a main road will provide a large and constant clientele.

Locate near Homeowners

Willard Bond gave this advice on location: Locate in an area where the center will be among a large number of homeowners. It is not necessary to be a part of a shopping center, but it helps to be near one. Have wide entrances. Locate on the side of the road which will be on the right side for the home-going public. Be as near a public highway as possible and arrange the spot so that the public will see the nursery's attractive buildings well stocked with good material. There is a great advantage in setting up the parking area properly. The parking area should not be too far back, but should be arranged to provide ample space. For example, 500 feet is too far back.

Charles Godin finds that advantages lie in locating close to a highway and in having the garden center on the nursery property, so that customers may go out to the field to select plants. In his experience 50 per cent of the volume of business comes between 5 and 8 p. m. Monday through Friday.

The second hour of the Thursday



Discussion panel members at the short course of the Massachusetts Nurserymen's Association; left to right, William Bigelow, Willard Bond, Clifford Packard, Charles Godin, Emil Trampusch, Seth Kelsey and Raymond McLay.

morning session was chiefly concerned with the subject of layout. But since location and layout are so closely related most of the speakers considered them together.

Shade House

Mr. Bond advanced the opinion that the importance of the shade house has changed within the past few years. Since many plants do better if not shaded, the shade house is not so necessary as it formerly was. The entire business should not be carried on in the shade house. In the construction of the shade house, attention should be concentrated on size and architecture in relation to volume of business. The height of the house is determined by the kind of materials grown, but height should balance with length and width. Construction should be of the strongest type that the owner can afford; aisles should be wide, with the drive-in, 14 feet. Lath sections should be types that can be used as sections to be set up and taken down conveniently.

The garden store should be adjacent to the lath house and should be so constructed that the interior of the store is visible to prospective customers. The size is determined by the volume of business to be done. Wall space is important.

The greenhouses should be attached to the store and entered from the store.

The material in container areas should be treated in the same manner as B&B plants. Container areas should not be isolated.

In arranging parking areas, give attention to convenience and eliminate frills. Blacktop, marked off for

individual car parking in lanes six and one-half feet wide, is easy to keep clean, and customers like it.

Somewhere in the layout should be an area for demonstration plantings, which aid sales. As a policy, keep everything clean and orderly. In displaying merchandise, remember that nursery stock has the same dollar value as any other commodity. Different species of plants should be kept separated.

Interior Displays

Mr. Packard stressed the value of proper planning and placing of shelves and materials to attract customers. The store should be planned so that people can see the whole store and move about freely. In wandering about wide aisles they often buy items they had not intended to purchase. Plants should be on tables so that customers do not have to stoop to see them. Departmentalizing the store is often an aid to increased sales.

Mr. Tramosch summed up the morning's discussions. He finds that demonstration gardens, with materials properly pruned and maintained, sell many plants. Attractive sales grounds should have the beds laid out openly, with good gravel and drainage, rather than with boarded sides. With gravel and proper drainage the ground is not muddy, and customers are more willing to come in and buy in rainy weather.

The afternoon meetings on Thursday covered the problems of maintenance, related sales and pricing for a profit. Mr. McLay, the first speaker on maintenance (a subject which included paths, beds, water-

ing, mulching, fertilizing and summer care), suggested that maintenance may actually be called garden center housekeeping. For paths, Mr. McLay favors a bituminous top, so that customers can walk about easily. For drainage, which is a must, he uses traprock, putting in one foot of good draining gravel. His lath house has crushed stone and clean sand. He uses two long cold-frames and heeling-in grounds. Watering is done with an overhead Skinner line in use from 9 p. m. until midnight, supervised by the night watchman. With this method one man can accomplish in watering what it formerly took two men all day to do. There is no mulching on anything.

Mr. McLay fertilizes and sprays with water-soluble fertilizer, using malathion as an insecticide, every three weeks from June until September. Roses are fed and sprayed constantly. Plants are kept sheared for appearance. There are no lath houses. He finds that evergreens do better without shade and would hesitate to build a lath house if he were just starting in business. He recommended keeping boxes of annual plants on sand and well watered.

Lath House Variations

The question of lath houses came under considerable discussion. Mr. Tramosch said that he considers the lath house necessary for some materials. He finds watering with an overhead system the cheapest and most efficient method. He uses plastic hose, running the water early in the morning or late at night.

Mr. Godin discussed his lath house
[Continued on page 103]

A. A. N. LANDSCAPE AWARD

An interior courtyard was part of the award-winning industrial landscape plan designed by Kelsey-Highlands Nursery, East Boxford, Mass., for this modern office building, occupied jointly by the Boston Manufacturers Mutual Insurance Co. and the Mutual Boiler & Machinery Insurance Co., at Waltham, Mass. A simple, dignified planting was desired to settle the structure in its rustic surroundings, and the courtyard was developed for use by employees during their lunch period. Ground cover plants, including prostrate junipers, cotoneasters, Baltic ivy, bearberry, pachistima and periwinkle, were used extensively. Supplementing these were specimen plants, placed so there would never be danger of overcrowding.

A. A. N. "Plant America" awards for the planting were presented to the designer and the industrial clients at the recent convention of the New England Nurserymen's Association at the Hotel Kenmore, Boston, Mass.



Prices, Costs, Advertising, Colorado Subjects

By Kenneth Cushman



Time out for an informal conversation was taken by this group at the meeting of Colorado nurserymen and arborists. They are, left to right, Stanley E. Brown, Robert Woerner, Patrick J. Gallavan, Vernon Marshall and Prof. A. M. Binkley.

Nurserymen should not hesitate to set prices that will bring them a fair profit, Vernon Marshall, Marshall Nurseries, Arlington, Neb., said in a talk at the Colorado nurserymen's and arborists' short course held February 25 and 26 at the Colorado Agricultural and Mechanical College, Fort Collins. In most instances the retail nurseryman is backward when it comes to pricing a product, Mr. Marshall said. He is afraid to price goods to allow a fair profit because he feels the public will not buy at the higher price.

Mr. Marshall, a past president of the American Nurserymen's Association, said the buying public needs to be educated as to the true worth of good nursery stock and services.

Actual costs of growing nursery stock are difficult to determine, Mr. Marshall said. Many variable costs must be considered, such as irrigation, spraying for insect control, cultivation, pruning, staking and trimming. Costs of labor and materials have gone up 300 per cent in the past 20 years, while few nursery prices have risen 200 per cent.

A net profit of 11.5 per cent is not enough, Mr. Marshall said. A healthy organization should have a net profit of at least 20 per cent. Nurserymen, of necessity, are among the biggest gamblers in legitimate business. In planting, they anticipate the market from two to 10 years, and they take constant risks on hail, drought, depression and other variable factors. They turn their stock only once, or at best twice, each year. A severe hailstorm not only can ruin a current crop of salable stock, but can also wipe out the younger stock being grown for sales in the next two to 10 years. If

prices are too low, Mr. Marshall concluded, they should be raised before it is too late.

Expenses Analyzed

Expenses and costs at the Marshall Nurseries were divided as follows in 1956, the speaker said:

	Per cent
Cost of goods sold.....	33.8
Sales expense	33.6
Clerical and office	7.1
Delivery and freight.....	5.6
Officers' salaries	1.7
Crating and packing.....	1.8
Miscellaneous .....	.7
Upkeep, depreciation, taxes	1.4
Advertising and promotion	2.8
	88.5
Net profit	11.5
	100.0

Harry Lazier, account executive with a Denver advertising agency, spoke on "Merchandising and Advertising." He said nurserymen should apply fundamental selling techniques that have proved effective over the years. They must create in the public a desire for nursery items.

How Advertising Helps

An effective advertising program can help nurserymen in the following ways: 1. It can raise the public's opinion of the nursery industry by presenting the nurseryman as a skilled worker. 2. It can educate the public to a better use of trees and shrubs by advising what to do and when to do it. 3. It will bring more customers to the nurseryman's place of business.

For a state organization of nurserymen, a good public relations pro-

gram would probably require between \$6,000 and \$10,000, Mr. Lazier said. A publicity committee would handle arrangements for talks, newspaper and magazine articles and radio and television appearances to educate the public in the care of their plantings. Since nurseries are local businesses, they should advertise in neighborhood newspapers rather than the metropolitan papers.

See that the customer is happy and follow up with additional sales, Mr. Lazier said. The most important people are one's present customers; do everything to keep them.

He advised his listeners to cater to the small customer—the homeowner who has \$15 or \$20 to spend. Providing a printed tag with helpful information concerning planting, watering, spraying and pruning is also a good idea.

Nurserymen should spend between 2 and 5 per cent of their gross sales on advertising, he said. They should intensify their advertising to meet the competition of department stores and mail-order houses, which are entering the nursery business.

Carl Jorgensen, associate professor of horticulture at Colorado A. and M., discussed "New Containers for Canned Sales." Selling trees and shrubs in cans has an appeal for the customer who wants to see how the plants will look in his yard, he said.

Advantages of canned stock are a higher ratio of survival, sizes the customer can afford, an extended selling season and a more attractive appearance, especially of deciduous plants.

The clay pot is one of the best containers, Mr. Jorgensen said, because it has good thickness and it is por-

ous. Plants can stand more mistreatment if they are placed in clay pots, he added.

Self-service nurseries appear to be gaining in popularity, the speaker said, and established nurserymen should consider the advantages self-service offers. The customer can look over the stock, put what he wants into a cart and pay for it at a check-out stand. Mr. Jorgensen advised that all stock be plainly labeled with planting and maintenance instructions.

Panel Urges Cooperation

In a panel discussion, "The Landscape Architect and the Nurseryman," speakers stressed the need for closer cooperation between the groups.

Charles Wilmore, Wilmore Nurseries, Denver, said the hardest thing he has to contend with is a landscape architect's demanding, late in the season, plants that are not available, either because they are out of season or because they are sold out.

Julia Andrews, a member of a Denver landscape architect's firm, replied that landscape architects try to create a thing of beauty tailored for the client. In most cases, she said, substitutions are impossible. She called for better publicity to clear up misunderstandings between the groups.

Panel members admitted that each group can help the other and that it would be best for the architect to consult the nurseryman to see what material is available before preparing a landscape design.

Other panel members were Maurice Marshall, Denver nurseryman, and Ernest Scheffler, landscape architect of Denver. Moderator was Jens Ihrke, Mount Arbor Nursery, Shendoah, Ia.

M. Walter Pesman, Denver landscape architect, urged the nurserymen to take a chance on rare plants, even though they might not always sell them all. In his talk on native

trees and shrubs of Colorado, he said nurserymen have an obligation to keep looking forward and should try to grow a few things that are unusual.

Some hardy native plants, such as rock spiraea, are difficult to transplant, Mr. Pesman said. He predicted that someday it will be possible to transplant scrub oak, which so far has proved highly difficult. Natives that are relatively easy to transplant include pink locust, native sumac, potentilla, buffalo berry, mountain ash, birch and alder. Select the best and prettiest native plants, Mr. Pesman said, and help people appreciate the lesser known things.

A number of plants native to the south and southwest have been transplanted successfully in Colorado, he stated. Some of these are fire thorn, jasmine, chaste tree, fountain butterfly bush, smoke tree, althaea, golden-rain tree and tulip tree.

Placing Native Plants

Many people make the mistake of transplanting natives on the south side of a house, Mr. Pesman remarked. The plants die because they are subjected to too much variation in temperature—warm sun at mid-day and cold nights. He advised planting native trees and shrubs at the northeast corner of the house, where they will have about the same temperature through the day and night and will stay dormant longer.

Robert Woerner, director, Denver Botanical Garden, explained the new rule for evaluating trees, as prepared by the National Shade Tree Conference.

The first three considerations, he said, are size, species and condition. Opinion of the appraiser is also important, Mr. Woerner said. He can raise or lower the evaluation by noting location, an unusual specimen, land value, etc.

For an example, Mr. Woerner used a soft, or silver, maple which

has a rating of 100 per cent in Colorado, has a 20-inch diameter, good structure, is planted in an adequate parking strip in a residential area with no other trees nearby. Figuring at \$5 per square inch of cross section, Mr. Woerner said the tree would have a base value of \$1,570. The appraiser's opinion of the tree, however, could change the final figure.

George Beach, horticulturist with the Colorado A. and M. experiment station, Fort Collins, told of tests initiated a year ago to see whether seedlings or cuttings of native plants will grow more satisfactorily. No conclusions have been reached so far.

FHA Landscape Allowance

"The Roles of the Nurseryman and Arborist in Community Planning" was the topic of another panel discussion, with George Beach as moderator.

Gabriel C. Harman, Denver landscape architect, said the federal housing administration is beginning to recognize the need for landscaping new homes. In the near future, the FHA may allow a few hundred dollars for this purpose. Mr. Harman urged the nurserymen to draw up a resolution supporting the plan and let the officials know their wishes.

Owen Burnham, assistant planning director, city and county of Denver, called for more effective planting programs throughout the nation, especially in cities. The nurseryman can help, he said, by working with the city administration.

Others on the panel were Stanley E. Brown, Alameda Nursery, Denver, and Earl J. Sinnamon, Swingle Tree Surgery Co., Denver.

A breakdown of the letters received by his office was presented by Charles Drage, extension horticulturist at Colorado A. and M.

Patrick J. Gallavan, manager, Colorado Forestry and Horticulture [Concluded on page 24]



Close cooperation between landscape architects and nurserymen was urged by this panel at the Colorado short course. Members are, left to right, Maurice Marshall, Ernest Scheffler, Jens Ihrke, Julia Andrews and Charles Wilmore.

Pennsylvania Conference Hears Talks

Propagation, Asiatic Crab Apples, Landscape Design, Wild Flowers and Mulches Topics

By Robert P. Meahl

The 12th annual nurserymen's conference sponsored by the Pennsylvania State University and the Pennsylvania Nurserymen's Association was held at University Park, Pa., February 19 to 21. The conference opened with Dean Lyman E. Jackson of the college of agriculture extending a welcome. He expressed appreciation for the fine cooperation of the Pennsylvania nurserymen in supporting the horticultural program of the university. It is, he said, an example of how two groups, working together, can achieve much more for mutual benefit than they would if each worked alone.

The first speaker was Dr. N. D. Blackburn, professor of entomology at Penn State, whose topic was "Recognition and Some Control Measures of Insects Attacking Ornamental Plants." He pointed out the importance of insect control in plant production and stressed the need for more research on the subject.

Several defoliating insects and their control were mentioned. Bagworms, if not too thick, may be controlled by hand picking, but in severe infestations or large plantings it would be better to spray soon after the caterpillars hatch, about the middle part of June, with four pounds of 25 per cent malathion wettable powder. Tent caterpillars are controlled by destroying the egg masses during the winter and by spraying infested plants with DDT or malathion when the webs are first noticed.

Foliage Pests

Control of elm leaf beetles, which feed on leaves, is obtained by spraying with DDT with a miticide, such as aramite, added. The willow beetle feeds on the foliage, skeletonizing the leaves, and should be sprayed with DDT when the larvae begin to appear. Sawflies are particularly bad on pines; feeding in masses, they can quickly defoliate a pine. Mountain ash and dogwood are also attacked by sawflies. Control is obtained by spraying with DDT.

Sap feeders, which are often troublesome, include the scales; dormant miscible superior oil is recommended for their control. Newly hatched crawlers can be controlled with malathion. The approximate dates

for oyster-shell scale is the middle part of May; for pine needle scale, about the middle part of May; juniper scale, about May 10; euonymus scale, early June, and magnolia and tulip tree scale, late August.

Lacebugs on rhododendrons and azaleas cause the leaves to have a faded, speckled-brown appearance.

PENNSYLVANIA PRESIDENT



Homer A. Thornton, Thornton Nurseries, Conneaut Lake, Pa., is the newly elected president of the Pennsylvania Nurserymen's Association. A graduate in landscape architecture at Pennsylvania State College (now Pennsylvania State University), Mr. Thornton's 25 years of experience in landscape designing and contracting, including the design and construction of several municipal parks and playgrounds, were interrupted by his service with the office of strategic services in Europe during World War II. After the war he spent a year and a half in the city engineer's office at Meadville, Pa., where he had begun his landscape work.

In 1946, Mr. Thornton purchased the Freeland Nursery, at Conneaut Lake, Pa., to resume his landscape practice. His nursery specialties are Japanese yews and rhododendrons and other broad-leaved evergreens. He carries on both a wholesale and retail business and has large plantings of Christmas trees, mainly in the Springboro area.

Mr. Thornton is a member of the American Association of Nurserymen and was a delegate to the 1956 convention at Los Angeles, Calif. He was active in the Western Pennsylvania Nurserymen's Association, prior to its merger with the P. N. A. in 1955, and is also a member of the Pennsylvania Christmas Tree Growers' Association. Mr. Thornton is a trustee of the First Presbyterian church at Meadville, where he and his wife, Helen, have their home.

Control is achieved by malathion or DDT applied about June 1 and repeated, if needed, in about 10 days. Spittlebug may work on several plants, but is especially bad on pines, where control is achieved with lindane, applied in early May soon after the nymphs hatch. Lindane is also recommended for spruce gall, applied in early May. Pine-shoot moth can be controlled with DDT applied at 10-day intervals, with the first application to be made about June 20.

Grubs of Japanese beetles, strawberry root weevils and black vine weevils are among the most troublesome root insects. For Japanese beetles on the leaves, DDT or malathion is effective, but for soil infestations, chlordane or heptachlor is effective. Strawberry root weevils work on the roots of many plants, but especially on seedlings or young plants. Black vine weevil attacks taxus, rhododendrons and conifers. Both these pests can be controlled by using aldrin or dieldrin in the soil.

Wild Flower Use

The next speaker was Albert F. W. Vick, Vick's Wildgarden, Narberth, Pa. Speaking on "Wild Flowers as a Tool to Delicate and Subtle Color," he said color in wild flowers is extremely delicate, and it is from these as parent plants that the bright hybrids have been developed. The soft shading of colors in wild flowers produces a naturalistic effect not possible with the hybrids. Mr. Vick illustrated his talk with an excellent set of Kodachrome slides of various wild flowers. Among those mentioned and recommended were:

Skunk cabbage—One of the first plants to flower in the spring. The actual flower is hidden beneath the mottled yellow, brown, green and red hood. As the hood decays, an odor is given off but does not carry far.

Marsh marigold, or cowslip—Golden flowers do well in the shade.

Wild buttercup—Blossoms in April, May, June and July with golden yellow flowers. It does well in wet spots.

Spring beauty—Very delicate, with pinkish-white flowers, forming a ground cover in the spring.

Wind anemone—White flowers in March to May; very hardy.

Crow's-foot violet—Lilac-purple flowers with orange centers, blooming in May and June.

Dogtooth violet—A member of the lily

family, with yellow flowers in April and May. Does well in moist soil.

Violet, blue violet—Excellent as a ground cover for sun or shade.

Yellow violet—Bright yellow flowers borne above green leaves, appearing in May and June.

Hepatica—Leaves two to two and one half inches from the ground and lasting well through the season. Blue or pinkish-blue flowers above the leaves in March and April.

Bloodroot—White flowers above broad leaves in April and May.

Bellwort—Bell-shaped flowers, deep yellow in color.

Jack-in-the-pulpit—A bright green and brown-striped hood in June, followed by clusters of red berries.

Arbutus—Grows close to the ground and needs very acid soil. Flowers are shell-pink in April and May.

Lousewort—Yellow or brown with chrysanthemum-like flowers.

Saxifrage—White flowers in April, May and June; good along moist rocks.

Mertensia—Blue flowers that turn pinkish-purple with age, appearing in April and May.

Spotted wintergreen—Dark reddish green leaves, veined white. White bell-shaped flowers in July.

Solomon's seal—One of the most satisfactory wild flowers, plummy white flowers in May and June followed by blue berries.

Jacob's ladder—Mauve-blue flowers in May, June and July.

Iris cristata—Light blue flowers in April and May.

Coneflower—Tall, sometimes nine to 12 feet. Golden flowers in July, August and September.

Trillium—White flowers which droop beneath the large leaves, blooming in May and June.

Red trillium—Deep reddish-purple flowers above three large leaves.

Blue phlox—Light blue flowers from July to September.

Columbine—Combination of red flowers tipped yellow.

May apple—Large leaves, which almost hide white flowers in May.

Wild geranium—Lavender, pinkish flowers and deeply indented leaves.

Turtlehead—Pinkish-white flowers on

1 to 4-foot stems. Resembles turtle heads and blooms in July, August and September.

Forget-me-not—Small plants with dainty blue flowers from May to July.

Propagation

"The Seven-Lever Key to Successful Propagation" was the topic discussed by James S. Wells, nurseryman and propagator, Red Bank, N. J. He said one may expect some failures in propagation, sometimes even with material which has previously been handled successfully.

The aim of propagation is to increase desirable plants efficiently, so that better plants can be grown at a reasonable cost and in the minimum practical time. Efficiency means: (a) Better rooting of all plants, even easy ones, so that transplanting losses can be reduced to the minimum; (b) higher percentage of well-rooted plants, or well-established grafts, particularly with items considered difficult; (c) increased speed of calculating or rooting, and (d) elimination or reduction of labor.

Plant propagation may be likened to a lock and key. Easy plants are like a simple lock and key, difficult ones like a more complicated device. It is believed that most plants can be unlocked with a 7-lever key. The levers to be controlled are timing, type of cutting, wounding, hormones, medium, mist or controlled use of water and after care.

Timing is extremely important. The more difficult the plant is, the more acute becomes the timing. Sometimes the difference of a week can be the difference between success and failure.

Type of cutting influences the rooting response. Rooting is affected

by the condition of the wood, the age of the wood, juvenility, position on the plant and the size of the cutting. Usually the bigger the cutting (in reason) the better the rooting, but there are problems. More stock plants are required, and more space

[Continued on page 124]

NEW YORK AWARD MADE

Lewis & Valentine Nurseries, Inc., Greenvale, L. I., N. Y., received a regional industrial landscaping award in the "Plant America" program of the American Association of Nurserymen for a planting project carried out last year for the Long Island Lighting Co., Hicksville, N. Y. Presentation of the awards to the landscape firm as well as to representatives of the utility organization was made at the recent eastern nurserymen's convention.

The accompanying illustration shows the Administration building of the huge industry that supplies gas and electricity to three counties in New York state. The main work by the nursery firm was carried out about this building in its setting of seven acres of lawn. The foundation planting included large plant groups at the front corners of the building and near the entrance. In addition, many medium and large-size flowering and shade trees were planted, among them being several American elms 12 to 14 inches in diameter and 35 to 40 feet high. These specimens give a mature appearance to the planting that would have taken many years to achieve if smaller trees had been used. A booklet telling of the firm's interest in having its property landscaped was mailed to all of its customers.



Mature Planting Effect Marks Award-winning Landscape Design for New York Utility Building

Varied Program at Maryland Course

Insecticides, Fungicides, Container Stock and Accounting Discussed

By Harry William Dengler

An unusually varied program, with interesting speakers, claimed the close attention of a near-capacity audience at the annual Maryland nurserymen's short course, held in the auditorium of the Student Union building, University of Maryland, College Park, Md., February 21. C. Warner Price, Towson Nurseries, Towson, Md., newly elected president of the Maryland Nurserymen's Association, presided and welcomed the group to the 1-day affair.

In discussing the subject, "What to Tell the Customer about Insecticides," Dr. Warren Johnson, department of entomology, University of Maryland, stated that many salesclerks do not have enough knowledge about insecticides in general to make intelligent recommendations to their customers. A typical request finds the customer excited; bugs are eating up his grass, his leaves, his trees, his flowers! By the time the cause of all this trouble is determined, it is difficult to tell whether the customer needs an entomologist or a psychiatrist.

In order to give the worried homeowner an intelligent answer the salesclerk must first ask him some specific questions. What does the insect look like? Is it a caterpillar, a beetle, aphid or mite? Does it chew or mine the leaves, bore into the wood, feed on the fruits or flowers or suck the sap? From adequate answers to these questions, plus some background information, the clerk should be able to recommend a specific insecticide from his stock.

Frequently a nurseryman will have to recommend an insecticide other than that which he would prefer to use on his own stock. Lime-sulphur, for instance, is often unacceptable to a customer because of its discoloring effects on buildings and plants. Also, in a situation in which one of the extremely odorous insecticides would be effective, most customers would prefer the insect to the smell.

Cautions

As background information, Dr. Johnson continued, the nursery salesclerk should remember that the repeated use of DDT, by killing off the predators of mites, will likely produce problems on various orna-

mentals as serious as those that existed originally. It is well to remember also that emulsions are not considered so safe for plants as wettable powders. This is particularly so when tender spring foliage is being treated. Some plants will not tolerate oil sprays at all, Dr. Johnson warned.

Customers will ask about the residual action, or the length of effectiveness of the various insecticides. This will vary with the nature of the chemical and the strength of the spray or dust. When applied to the soil, some insecticides may be effective for as long as five years. The residual action of insecticides on foliage is influenced by the natural factors of sun and rain.

Nurserymen must, of course, be familiar with the toxicity of the various insecticides. The very nature of these chemicals indicates their poisonous properties. All the insecticides in common use, however, are relatively safe if the precautions indicated on the labels are followed. Where pets are present, these precautions must be strictly observed.

Kinds of Insecticides

Emulsifiable insecticides are mixtures of toxic emulsion concentrates and a liquid, usually water. Wettable powders, labeled "W. P." or "wettable," are insecticidal dusts that mix readily with water for application as a spray. Dusts are insecticides applied by hand or by power-driven dusters. Granular types of insecticide are most often used as soil poisons. Aerosols are the familiar bomb type of can containing liquified insecticides effective as gases or sprays. Fumigants are especially useful for confined areas. Oil sprays are used most commonly to control scale insects and mites, while insecticidal fertilizer mixtures are usually employed only for specific purposes.

Dr. Johnson advised that more attention be given to the information contained on labels of insecticide containers. In addition to the brand name which gives some indication of the manufacturer's reliability, the percentages and types of formulation of the active ingredients are listed. The directions for use against one or more insects is specifically stated; do not increase the dosage unless a competent person indi-

cates otherwise. The label also gives a warning if any special precautionary measures need be taken. Lastly, antidotes, both external and internal, are indicated.

Adequate Stock Range

The insecticides that would constitute an adequate stock for the nurseryman fall into two general categories, Dr. Johnson said. In the first class of general or all-purpose insecticides, lindane, malathion and DDT are included.

The second group contains poisons for special purposes. As soil poisons for the control of ants, white grubs, wire worms and sod webworms, chlordane and dieldrin are suggested. Malathion or aramite, Dimite and Ovotran are recommended for mites. A dormant oil or dinitro spray should be included for control of scale during the dormant season while malathion or a summer oil may be stocked for later in the season. Lead arsenate, or one of the general purpose insecticides, should be on hand for chewing insects. Isotox Transplanter Solution is a special type of insecticide to use in water when transplanting.

Dr. Johnson advised that equipment used in applying insecticides needs frequent attention because of the caustic nature of the chemicals. A Consumer's Research article of last year gives an excellent summary of results in testing a large number of small tank sprayers.

Dr. L. O. Weaver, state pathologist, department of botany, University of Maryland, discussed the subject of "What to Tell the Customer about Fungicides." In addition to insect problems, Dr. Weaver began, nurserymen are confronted with disease problems. The humid eastern climate fosters many diseases, such as the leaf spots, that are harmful to ornamentals.

Fungi, Dr. Weaver related, are colorless living organisms that must live on other plants in order to survive. Many of the leaf spots and scabs are caused by fungi that live and feed within the cells of plants, causing them to collapse. Fungi throw up aerial branches and produce spores which are blown or washed off to infect other plants. Some live within the plant buds dur-

ing the winter, invulnerable to any control measures.

By means of colored slides, Dr. Weaver showed a number of diseases common to ornamentals and fruits in Maryland and discussed the cause and nature of their injuries. Dr. Weaver called special attention to one picture showing brush from a tree killed by the Dutch elm disease neatly piled among several unaffected elms. Since this disease is transmitted by bark beetles, it would be only a matter of time until the beetles living in such a brush pile should emerge and infect the surrounding healthy trees. Such material, he advised, should be destroyed as soon as possible.

Uses and Effects Cited

Summarizing the uses and effects of some of the common and the new fungicides, Dr. Weaver said that captan, which comes as a pale yellow powder, controls many apple, peach, cherry and small fruit diseases. It is also used for rose black spot, leaf spots, seed treatments and as a soil drench. Its main disadvantage is that it will not control powdery mildews of fruits or ornamentals. Chloranil—Spargon and many others—is safe and effective for seed treatment. Bordeaux, or fixed copper, is a reliable fungicide for the control of leaf spots and downy mildews. While Bordeaux has lost some of its prestige because of the newer chemicals, it still is a good fungicide for young growing plants; it is long lasting and inexpensive, Dr. Weaver added.

Ferbam—Fermate, Coromate, Nu Leaf and others—controls many fruit diseases, such as cedar-apple rust, sooty blotch, fruit rots, bramble

diseases, grape black rot, rose black spot, anthracnose and leaf spots. Dinitro, as a semiliquid, slurry or dry powder, is used only for dormant control of peach leaf curl, raspberry anthracnose and rosy aphid. It is not recommended on green tissue except for control of cedar or juniper rust. Maneb—Manzate, Dithane M-22—is recommended for the control of leaf spots, blights and downy mildews of tomatoes, potatoes and Lima beans.

Karathane—available as Mildex—is an organic specific fungicide for the control of powdery mildews of ornamentals and fruits. It prevents a rapid build-up of mites. Sulphur, either wettable or as a dust, is a most effective control for powdery mildews. It is often mixed with organics for early season application. It often injures vegetables, brambles and grapes and should not be used during hot weather. Zineb—Dithane Z-78 and Parzate—is a white powder controlling fruit diseases. It is also effective for azalea petal blights and leaf gall, botrytis blights, rust diseases and rose, chrysanthemum and other leaf spots.

New Fumigants

Dorlone and Telone are two new fumigants developed by the Dow Chemical Co., which, in experimental tests, indicate excellent nematocidal properties. Fumazone, also by Dow, is a new soil fumigant showing promise as a nematocide. It is especially effective against root knot nematodes, but will also control other species. Nemagon, by the Shell Chemical Corp., is chemically the same as Fumazone. It has been used in both liquid and granular forms. A number of crops will tolerate this

chemical, and it will kill nematodes on the growing plant. It is used in Maryland on strawberries.

Bedrench, from the Niagara Chemical Div., Food Machinery & Chemical Corp., is a versatile chemical combining weed control with properties of a nematocide, fungicide and an insecticide in an all-in-one, easily applied material. It is highly toxic to the user. V-C 13 Nemacide, from the Virginia-Carolina Chemical Corp., has been used for effective control of nematodes on grass roots. It is easily applied as a lawn drench and has a long residual effect. It has been used in treating plant beds, trees and large ornamentals. Streptomycin, an antibiotic, is used for the control of certain bacterial and fungous diseases of plants and is available in a number of formulations.

Dr. George S. Langford, of the University of Maryland, educational secretary, Maryland Nurserymen's [Continued on page 115]

RHODE ISLAND OFFICERS

The Rhode Island Nurserymen's Association held its annual meeting February 21 at Johnson's Hummocks Grille, Providence, R. I. There was a record attendance of close to 100 members. The retiring president, Arthur Lewis, greeted the group.

The nominating committee reported the following nominations for officers for the ensuing year: President, Robert Kempenaar, Newport; vice-president, Klaas Van Hof, Portsmouth; secretary, Anthony Williams, Cranston, and treasurer, Keeran J. Murphy, East Providence. This selection of officers received a unanimous favorable vote from the floor.

Angelo Savella, Pontiac, chairman of the membership committee, reported three new members. The research committee told of the work being conducted with the help of Mason Campbell, dean of agriculture at the University of Rhode Island, along with his staff, Dr. William H. Wiley, Dr. T. W. Kerr, J. E. Brewer and Dr. Frank Howard. The committee members included Jack Brownell, Newport, chairman; Edward Pagliarini, Cranston; Martin Van Hof, Portsmouth; Robert Stewart, Wakefield; Case Hoogendoorn, Newport, and Anthony Williams.

George Tuoti, Ridgefield, Conn., the concluding speaker, gave an interesting talk on landscape work and showed slides of landscaping about old and new homes.

Anthony Williams, Sec'y.



Officers of the Rhode Island Nurserymen's Association; left to right, Keeran J. Murphy, treasurer; Klaas Van Hof, vice-president; Robert Kempenaar, president; Arthur Lewis, past president, and Anthony Williams, secretary.

Connecticut Short Course

Perennials—Newer and Better Varieties

Reported by Kenneth A. Bradley

Some of the better perennials and methods of handling them were discussed at the recent Connecticut nurserymen's short course, at the University of Connecticut, Storrs, by Roderick Cumming, plant breeder at the Bristol Nurseries, Bristol, Conn. Today, he stated, the time has come for a businesslike approach to anything grown commercially, including perennials. Each nurseryman has to consider his own special conditions in deciding whether perennials would fit into his business.

Mr. Cumming first mentioned potting and packaging of perennial plants and recommended that the former be done well in advance of the spring sales period unless the plant is the type that may be moved in bloom. If potting of plants like delphinium or summer phlox is done too late, particularly just after growth has started, it is likely to cause excessively heavy top foliage and leggy appearance.

He recommended that nurserymen investigate packaging of dormant and even potted plants in polyethylene. If the plastic is used properly, the plants should hold in such a package for at least a week. Their attractive appearance through the transparent plastic adds sales appeal. The main consideration in potting and packaging is to accomplish it with less handling and for more sales than in the past.

Good Salesman Defined

Mr. Cumming next discussed salesmen and customers, observing that the latter have been pampered, since the depression days of the 30's, with too much free advice. Today's salesman must learn to wait on customers more rapidly and still send them away satisfied and not feeling that they have been pushed. Mr. Cumming would not necessarily pick as a salesman someone who knew all the detailed horticultural answers and was able to quote all the Latin names, but someone who presented a good appearance; was neat, courteous and patient, and knew just enough not to answer questions falsely.

As far as actual merchandising of plants is concerned, Mr. Cumming said that each nurseryman has to

figure that out for himself by keeping up with trade literature, visiting other garden centers and trying to adapt various methods to his own business venture.

On the subject of plant breeding, Mr. Cumming remarked that not a great deal is being done except by specialists in such plants as iris, day lilies, chrysanthemums and a few others. He warned the nurserymen against stocking plants on the basis of flamboyant advertising.

Primrose Suggestions

Mr. Cumming then presented a select list of perennials for nurserymen, arranging them according to their season of bloom. He first recommended two strains of primrose from the Pacific coast, Clark and Barnhaven, which have large blooms. It remains to be seen how they survive Connecticut's climate. Customers purchasing primroses should be advised to give them a rich, moist soil, with partial shade during the summer, and to guard against red spiders, which, in attacking the primroses, will lessen the vigor of the plant and turn the foliage yellow. Blue primroses, which are popular with customers, are a little more tender than any of the others.

Speaking next of ajuga, a carpeting plant adaptable to either shade or sun, Mr. Cumming said that it is not well suited for rock gardens or borders because of an invasive tendency. He noted new Ajuga pyramidalis, which stays in a compact clump. Its bold, gentian-blue flowers are not hidden among the leaf axils, as they are in other ajugas.

On the subject of iris, the speaker mentioned a few that are worthy of attention but expensive. He said that breeding now being done with dwarf iris should result in a more compact plant with earlier, larger blooms. Among Japanese iris, he believes that the new Higos will replace today's common varieties, because their flowers are larger and richer and more variegated in color. There is a new pink bearded iris that may prove worthwhile.

Mr. Cumming remarked that an idea used to be prevalent that iris could be sold only in September or in the early spring. He has found,

however, that iris plants dug with a small ball can be easily transplanted in full bloom when spring customers want them.

Although a great deal of breeding has been done with peonies, they are slow to reproduce and some of the new ones are still expensive. However, for those nurserymen whose customers will pay the price, he recommended some of the semidoubles and singles to replace the common doubles. Good selling points for the singles and semidoubles are that they withstand rain much better than the bigger blooms and the smaller flowers with fewer petals are more suitable for flower arrangements. He recommended a Japanese variety, Nippon Brilliant, which he said is the most beautiful, flashing red he has observed in years.

Dianthus Holds Promise

A genus offering a great deal for the future is the dianthus. Testing work is being conducted with dianthus at the United States Department of Agriculture field station at Cheyenne, Wyo., and one of the station's introductions, Pink Princess, was recommended. This plant's fragrant, fringed blooms are a beautiful shade of pink. The variety appears to be fully hardy and grows from 12 to 15 inches high. Since it blooms for about eight weeks, it should be a big sales item for the future. Among carnations selling well today are Wallace Red, a bright red; Spotlight, a darker red, and Salmon Unique, a pleasant pink. Among the dwarfs he cited Sammy, about four inches high, with tiny, dime-size blooms of bright pink, and Rose Bowl, whose magenta color customers seem to like.

To those nurserymen who want to sell long-spurred columbines, Mr. Cumming recommended McKana Giant as a good strain.

Pyrethrums, or painted daisies, were suggested for local sales only, as the plants do not ship well. They are successful in roadside outlets or garden centers, since they are easy to handle, can be dug in full bloom and do not require any spray. Three varieties mentioned were Hellum, a double pink almost like a chrysanthemum.

[Continued on page 38]

Nurseries Under the Amended Federal Wage-Hour Law

March 1, 1956, the minimum wage under the fair labor standards act became \$1 an hour. This new minimum, set by the fair labor standards amendments of 1955, took the place of the previous 75-cent rate.

While considering their pay practices in the light of the new minimum, many nurserymen might like to review the other provisions of the act, which is popularly known as the federal wage-hour law. For the United States Department of Labor's wage and hour and public contracts divisions, the agency which administers the law, finds that most violations are unintentional, arising from an employer's failure to understand fully the statutory requirements.

Before considering some compliance problems common to his industry, the nurseryman should be certain that he knows the law's basic provisions. These require:

1. A minimum wage of \$1 an hour.
2. Overtime pay of at least time and one-half the employee's regular rate for all hours worked over 40 a work week.
3. A minimum age of 16 years for most jobs and 14 for a few jobs. In addition, there is an 18-year age minimum for work in occupations designated hazardous by the Secretary of Labor.

Except for the new minimum wage, the application of the law to employees of nurseries remains the same as before enactment of the 1955 amendments.

Who Is Covered?

The federal wage-hour law continues to cover employees who are engaged in interstate commerce or in the production of goods for interstate commerce, including occupations closely related and directly essential to such production.

Coverage applies not only if the nursery ships nursery products outside the state, but also if it sells them to a customer who will ship them across state lines or use them as parts of other goods which will move in interstate commerce.

Even though the nursery does not

The accompanying article, "Nurseries under the Amended Federal Wage-Hour Law," was prepared and issued by the wage and hour and public contracts divisions of the United States Department of Labor.

ship its products in interstate commerce, either directly or indirectly, it may have some covered employees. The law will apply to workers who purchase or order goods from other states, or who unload, unpack, check or otherwise handle goods on receipt directly from outside the state or maintain records on such interstate activities. Also covered are employees who regularly travel across state lines in the performance of their duties or who, as a part of their jobs, regularly make use of the instrumentalities of commerce, such as the telephone, telegraph and mails, for interstate communication.

If, in any work week, an employee does both covered and noncovered work, he will be considered covered

MAIL-ORDER OFFICER



Joseph B. Weston, Neosho Nurseries Co., Neosho, Mo., vice-president of the National Mail Order Nurserymen's Association, was born at Neosho in 1917. After graduating from the Neosho public schools and later from the Missouri Valley College and the University of Arkansas, he started work at the Neosho Nurseries Co. over 20 years ago. During World War II, he served four years as a gunnery officer in the air corps.

Mr. Weston has been president of the Missouri State Nurserymen's Association. He has also served as chairman of the Newton country Red Cross chapter, as president of his local Rotary Club, as a member of the local school board, on the board of directors of the local chamber of commerce, on the board of trustees of the Presbyterian church which he attends and as a director of the community recreation committee. He is married, and he and Mrs. Weston are the parents of four children.

by the law for all that week. All covered employees are entitled to the statutory benefits, unless specifically exempt.

The nurseryman who grows his own stock will be interested in the minimum wage and overtime pay exemption for employees engaged in agriculture. Nurserymen who handle some stock not grown by themselves may find that certain other exemptions are applicable to some or all of their employees. Before taking any exemption, the nurseryman should be sure he understands its terms thoroughly. If he has any questions, the nearest office of the United States Department of Labor's wage and hour and public contracts divisions will be glad to answer them.

Agriculture Exemption

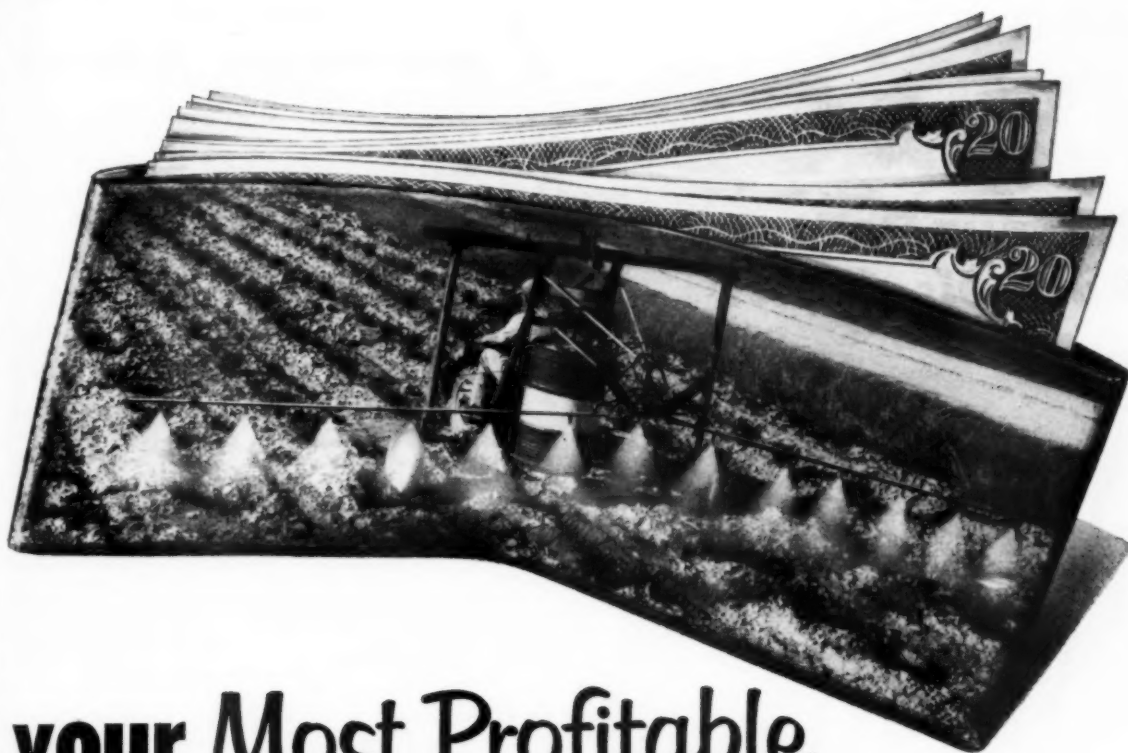
Nurserymen may take a complete minimum wage and overtime pay exemption for their employees who are engaged in agriculture. Agriculture includes the cultivation, growing and harvesting of plants and any practices performed by a farmer or on a farm, incident to the farmer's own farming operations. The typical nurseryman is considered a farmer and his nursery a farm, for purposes of this exemption. Activities are considered incidental if they are an established part of agriculture, are subordinate to the farming operations involved and do not amount to an independent enterprise. Work that has to do with commodities not produced by the worker's employer is not exempt as agriculture.

The exemption may apply whether the nursery employees work in the fields or in a greenhouse. It includes such workers as office employees, maintenance men and engineers, salespeople and truck drivers, where their work is an incident to the nurseryman's own farming operations.

Employees of a nursery who are engaged in the following activities are employed in agriculture: (1) Sowing seeds and otherwise propagating fruit, nut, shade, vegetable and ornamental plants or trees (but not Christmas trees) and shrubs, vines and flowers; (2) handling such plants from propagating frames to the field; (3) planting, cultivating, watering, spraying, fertilizing, pruning, bracing and feeding the growing crops; (4) harvesting the crop.

In addition, nursery employees who gather plants growing wild in the woods or fields in order that the nursery may cultivate and sell the plants are exempt. Also exempt is

[Continued on page 50]



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
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Caledonia
Christopher Stone
Condesa de Sastago
Countess Vandal
Crimson Glory
Dainty Bess
Duquesa de Penaranda
Eclipse
Edith Nellie Perkins
Editor McFarland
Ena Harkness
Etoile de Hollande
Frau Karl Druschki
Girona
Joanna Hill
K. A. Viktoria
Lulu
Margaret McGredy
Mme. Edouard Herriot
Mme. Jules Bouche
Mrs. Charles Bell
Mrs. E. P. Thom
Mrs. F. S. du Pont
Mrs. Sam McGredy
McGredy's Ivory
McGredy's Scarlet
McGredy's Yellow
Nigger Boy
Picture
Pink Dawn
Poinsettia
President Hoover
Radiance
Red Radiance
Shining Star
Signora
Sister Therese
Snowbird
Sterling
Talisman
Texas Centennial
The Doctor
Will Rogers

Nonpatented Floribundas

Alain
Cecile Brunner
Dagmar Spath
Else Poulsen
Eutin
Floradora
Frensham
Garnette
Improved Lafayette
Pink Gruss an Aachen
Poulsen's Bedder
Red Ripples
Rose Elle
Royal Chinook
Snowbank
The Fairy
Cl. White Dawn

Nonpatented Climbers

Cl. American Beauty
Cl. New Blaze
Cl. Cecile Brunner
Cl. City of York
Cl. Dainty Bess
Cl. Doubleloons
Cl. New Dawn
Cl. Paul's Lemon Pillar

Patented Hybrid Teas

Blanche Mallerin
Buccaneer
Burnaby

Patented Hybrid Teas, cont'd

Capistrano
Charlotte Armstrong
Chrysler Imperial
Dean Collins
Diamond Jubilee
First Love
Fort Knox
Fort Vancouver
Forty-Niner
Fred Edmunds
Fred Howard
Golden Masterpiece
Golden Scepter
Good News
Grande Duchesse Charlotte
Heart's Desire
Helen Traubel
Horace McFarland
K. T. Marshall
Love Song
Lowell Thomas
Mirandy
Mme. Henri Guillot
Mojae
Montezuma
New Yorker
Nocturne
Peace
Pink Favorite
President Eisenhower
Queen Elizabeth
Rex Anderson
Roundelay
Rubaiyat
Saturnia
Sleigh Bells
Sun Valley Rose
Sutter's Gold
Tallyho
Tiffany
White Swan

Patented Floribundas

Amy
Baby Blaze
Betty Prior
Carrousel
Charlie McCarthy
Corcorico
Circus
Crimson Rosette
Donald Prior
Fashion
Geranium Red
Glacier
Goldilocks
Independence
Irene of Denmark
Jimmy Cricket
Lilibet
Ma Perkins
Masquerade
Pink Rosette
Pinkie
Pinocchio
Red Favorite
Red Pinocchio
Spartan
Vogue
World's Fair

Patented and Novelty Climbers

Cl. Aloha
Cl. Coral Dawn
Cl. Crimson Glory
Cl. Dr. J. H. Nicolas
Cl. Dream Girl
Cl. Floradora
Cl. Gladiator
Cl. Goldilocks
Cl. High Noon
Cl. Parade
Cl. Pinocchio

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Grade 1 1/2	Variety
•	Apricot Queen
•	Babe Ruth
•	Burnaby
•	Capistrano
•	Demon Runyon
•	Diamond Jubilee
•	Dr. Debet
•	Eden Rose
•	Edith Willkie
•	Fred Howard
•	Golden Anniversary
•	Gordon Eddie
•	Grande Duchesse Charlotte
•	Happiness
•	Heart's Desire
•	Horace McFarland
•	Mme. Chiang Kai-Shek
•	Orange Sweetheart
•	Queen Elizabeth
•	Remembrance
•	San Fernando
•	Sleigh Bells
•	Sun Valley Rose
•	Suzon Lottfhe
•	Symphonie
•	The Duke
•	Tiffany
•	Tom Breneman

Patented Floribundas

- Amy
- Baby Blaze
- Carrousel
- Cocorico

Patented Floribundas

(Continued)

Grade 1 1/2	Variety
•	Crimson Rosette
•	Donald Prior
•	Fashion
•	Geranium Red
•	Glacier
•	Goldilocks
•	Independence
•	Irene of Denmark
•	Jiminy Cricket
•	Lilabet
•	Mandarin
•	Ma Perkins
•	Pink Bountiful
•	Pink Rosette
•	Red Favorite
•	Red Pinocchio
•	Sister Kenny
•	Smiles
•	Vogue
•	World's Fair

Patented Climbers

•	Cl. Chrysler Imperial
•	Cl. Dr. J. H. Nicolas
•	Cl. Dream Girl
•	Cl. Floradora
•	Cl. Gladiator
•	Cl. Goldilocks
•	Cl. Heart's Desire
•	Cl. King Midas
•	Cl. Mme. H. Guillot
•	Cl. Pink Cloud
•	Cl. Pinocchio
•	Cl. Summer Snow

Nonpatented Climbers

Grade 1 1/2	Variety
•	Cl. Blaze
•	Cl. City of York
•	Cl. Doubloons
•	Cl. Inspiration
•	Cl. Mary Wallace
•	Cl. Mrs. E. P. Thom
•	Cl. New Blaze
•	Cl. New Dawn
•	Cl. Paul's Lemon Pillar
•	Cl. Revell De Jonnias
•	Cl. Silver Moon
•	Cl. Snowbird
•	Cl. Talisman
•	Cl. Temptation
•	Cl. White Dawn
•	Cl. Zenith

Nonpatented Babies

- Dick Koster
- Gloria Mundi
- Margo Koster

Nonpatented Babies

(Continued)

Grade 1 1/2	Variety
•	Mother's Day
•	Orange Triumph
•	Triomphe Orleannias

Nonpatented Floribundas

- Alain
- Charlie McCarthy
- Dagmar Spath
- Else Poulsen
- Ernie Grootendorst
- Eutin
- Floradora
- Frensham
- Garnette
- Improved Lafayette
- Pink Gruss an Aachen
- Poulsen's Bedder
- Red Ripples
- Royal Chinook
- Snowbank
- The Fairy

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Abelia grandiflora
Barberry, julianae
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Cotoneaster decora lactea
Cotoneaster horizontalis
 Laurel Cherry
Laurocerasus officialis
 (English Laurel)
Elaeagnus fruitlandi
Elaeagnus simoni
Euonymus, small-leaved
Euonymus coloratus
Euonymus patens
Ilex crenata Biloxi
Ilex crenata convexa
Ilex rotundifolia
Ilex cornuta burfordi
Ilex Foster's Hybrid No. 2
Ilex cornuta femina
Ilex glabra
Ilex opaca, seedlings
Ilex opaca Arden
Ilex opaca Croonenburg
Ilex opaca East Palatka
Ilex opaca howardi
Ilex opaca Hume No. 2
Ilex vomitoria
Ilex vomitoria, dwarf
Jasminum floridum
Ligustrum lucidum nana
Ligustrum Suwannee River
Loropetalum chinense
Magnolia glauca
Magnolia grandiflora
Nandina domestica
Photinia serrulata
Viburnum burkwoodi

DECIDUOUS TREES

Cornus florida
Cornus florida rubra
Euonymus alatus compactus
Magnolia nigra
Magnolia rustica rubra
Magnolia soulangeana

CONIFERS

Arborvitae, orientalis Baker
Arborvitae, orientalis Blue Cone
Arborvitae, orientalis Bonita
Arborvitae, orientalis excelsa
Arborvitae, orientalis newarkii
Arborvitae, fruitlandi
Arborvitae, American globosa
Arborvitae, American globosa compacta erecta
Arborvitae, Pyramidal American
Arborvitae, Dark Green American
 Cypress, Blue Lawson
 Juniper, Andorra
 Juniper, chinensis procumbens
 Juniper, excelsa stricta
 Juniper, communis fastigiata
 Juniper, hetzi glauca
 Juniper, pfitzeriana
 Juniper, pfitzeriana compacta
 Juniper, pfitzeriana nana
 Juniper, virginiana repandens
 Juniper, sargentii
 Juniper, sabina
 Juniper, chinensis Sylvestris
 Juniper, sabina vonehron
 Juniper, sabina vonehron, sheared globes
 Juniper, sabina vonehron, sheared pyramids
 Juniper, virginialis
 Juniper, virginiana burki
 Juniper, virginiana canaerti
 Juniper, virginiana Dundee
 Pine, Austrian

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COMING EVENTS

MEETING CALENDAR

April 11 and 12 — Holly Society of America, 10th anniversary meeting, first day at National Arboretum, Washington, D. C., and second day at University of Maryland, College Park, Md.

May 9 to 11—Western chapter, National Shade Tree Conference, convention, Ahwahnee hotel, Yosemite National Park, Calif.

May 23 to 25—Florida Nurserymen and Growers Association, annual convention, Golden Gate hotel, Miami Beach, Fla.

May 26 to 28—Alabama Nurserymen's Association, annual convention, Dinkler-Tutwiler hotel, Birmingham, Ala.

June 3 to 5—Louisiana nurserymen's short course, Southwestern Louisiana Institute, Lafayette, La.

June 5 and 6—California Association of Nurserymen, ninth annual refresher course, ornamental horticulture unit, California State Polytechnic College, San Luis Obispo, Calif.

July 21 to 25—American Association of Nurserymen, annual convention, Hotel Fontainebleau, Miami Beach, Fla.

HOLLY SOCIETY PROGRAM

The 10th anniversary meeting of the Holly Society of America will be held at the University of Maryland, College Park, Md., April 12. The previous day includes a trip to the National Arboretum at Washington, D. C. The program for the various sessions has been announced as follows:

APRIL 11, 9:30 TO 11:30 A. M.

(Optional for early arrivals) Visit to United States plant introduction garden, Glenn Dale, Md. Host: Dr. John Creech, superintendent.

1. Collection of holly introductions resulting from plant explorations in Japan during 1955 and 1956.

2. Examples of seed germination of various holly species.

3. Examples of interspecific grafting of hollies.

APRIL 11, 1 P. M.

U. S. National Arboretum, Stone gatehouse, 28th and M streets, N.E., Washington, D. C.

Greetings, by Dr. Henry F. Skinner, director.

1. "Importance of Herbarium Specimens of Holly. Studies in Native Hollies," Dr. W. Andrew Archer, curator of herbarium, and Gabriel Edwin, assistant curator.

2. "Grafting of Hollies," by Charles Olivet, Falls Church, Va.

3. "Cutting, Propagation and Greenhouses," by Dr. Francis de Vos, assistant to the director.

4. "Species, Forms and Hybrids of Hollies," by William Kosar, arboretum geneticist.

Load cars for the holly plantings.

Holly planting demonstration.

Tour of holly area in guided groups.

Leave arboretum for lodgings.

Church supper — University Methodist

[Concluded on page 24]

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All nurserymen know that the single most important fertilizer requirement for best-selling plants, trees and flowers is nitrogen fed slowly and steadily throughout the entire growing season.

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25 at 100 rate

250 at 1000 rate

From Chinese Specie

Abelia (Edward Goucher) Per 100 Per 1000
Choice upright, abundant flowers.
*6 to 12 ins., once transplanted\$14.00 \$112.00

From Western America

Abies concolor (White Fir)
Symmetrical growth and beautiful bluish foliage.
*3 to 6 ins., not transplanted\$10.00 \$ 80.00

From High Western Mountains

Abies lasiocarpa (Alpine Fir)
Slender picturesque conifer, silvery tinged foliage.
*3 to 6 ins., once transplanted\$11.00 \$ 88.00

From Europe in Shady Places

Ajuga reptans rubra (Purple-leaved Bugle)
Rich green, slightly bronzed foliage, blue flower.
*1-yr. plants\$ 8.00 \$ 64.00

From Asia

Aucuba japonica variegata (Golddust Aucuba) (Female)
Leaves large, glossy, splashed with gold.
*6 to 9 ins., once transplanted\$18.00 \$144.00

From Oregon

SHERWOOD AZALEAS

(Originated and introduced by Sherwood Nursery Co.)
Wonderful dwarf evergreens. Hardy and compact. We have never been able to keep up with the demand for these three beauties. We are proud of them. They are tops.

Sherwood Cerise Azalea

Flowers bright clear cerise, brilliantly lovely.
*3 to 6 ins., once transplanted\$15.00 \$120.00

Sherwood Orchid Azalea

Clear lavender with speckled throat.
*1 to 3 ins., once transplanted\$ 12.00 \$ 96.00
12 to 15 ins., twice transp., B&B or B.R. 102.00

Sherwood Red Azalea

The most brilliant blood red imaginable.
*6 to 9 ins., once transplanted\$20.00 \$160.00

From South America

Berberis darwini (Darwin Barberry)
Foliage is deep green, orange-colored flowers.
*6 to 9 ins., once transplanted\$18.00 \$144.00

From South American Specie

Berberis dulcis nana
One of the best low hedge and border plants.
*1 to 3 ins., once transplanted\$12.00 \$ 96.00

From China

Berberis julianae (Wintergreen Barberry)
One of the best upright barberries.
*1 to 3 ins., once transplanted\$15.00 \$120.00

From South American Hybrid

Berberis stenophylla erwini (gracilis)
Low-growing, gracefully spreading shrub.
*1 to 3 ins., once transplanted\$15.00 \$120.00

From China

Berberis verruculosa
One of the hardiest and best of barberries.
*1 to 3 ins., once transplanted\$15.00 \$120.00

From the Oriental Specie

Camellia japonica (Cheerful)
Double, perfectly shaped and bright red.
*1 to 3 ins., once transplanted\$16.00 \$128.00

Camellia japonica (Pink Perfection)
Double clear pink flowers, perfectly formed.
*1 to 3 ins., once transplanted\$16.00 \$128.00

DID YOU KNOW?

That there are over 170 species of barberry in Africa, Europe, Asia and the Americas.

From the Oregon Specie

Chamaecyparis lawsoniana minima glauca (Little Blue Cypress) Per 100 Per 1000
A beautiful true dwarf, dark and dense, bluish-green foliage.
*4 to 6 ins., twice transplanted\$35.00 \$280.00

From the Oregon Specie

Chamaecyparis lawsoniana stewarti (Winter Golden Cypress)
Stately in habit, with green and gold foliage.
18 to 24 ins., twice transp., B.R., near specimen...\$65.00

From the Japanese Specie

Chamaecyparis pisifera filifera nana aurea (Dwarf Golden Thread Cypress)
Heavy type. Velvety, dark golden filaments.
*6 to 9 ins., once transplanted\$20.00 \$160.00

From Goodness Knows Where

Cytisus purgens (Provence Broom)
Hardy dwarf, compact globe, very fine.
*12 to 18 ins., once transplanted\$20.00 \$160.00

From Europe

Daphne mezereum rubra (Red February Daphne)
Delightfully fragrant, lilac-purple flowers.
*3 to 6 ins., not transplanted\$13.00 \$104.00

From Alps Specie

Erica carnea sherwoodi (Sherwood Creeping Heath)
Low-growing. Flowers bright carmine-red.
*3 to 6 ins., once transplanted\$12.00 \$ 96.00

From Alps Specie

Erica carnea (Springwood White)
Fine low-growing heath. Flowers pure white.
*6 to 9 ins., twice transplanted\$22.00 \$176.00

DID YOU KNOW?

That on the moors the principal food of sheep and game birds is heather.

From the Japanese Specie

Euonymus radicans coloratus (Purple-leaved Winter Creeper)
A trailing evergreen, very hardy.
*18 to 24 ins., once transplanted\$22.00 \$176.00

Per 100 Per 1000

Per 100 Per 1000

From Eastern North America**Gaultheria procumbens** (Wintergreen)

Fine foliage, pink flowers, red berries, superb.

*2-yr., once transplanted\$10.00 \$ 80.00

From the West Coast**Pinus jeffreyi** (Jeffrey's Pine)

Picturesque, spire-shaped conifer.

*9 to 12 ins., once transplanted\$18.00 \$144.00

From European and Asiatic Specie**Hedera helix arborescens** (Bush English Ivy)

Ivy in bush form.

*3 to 6 ins., once transplanted\$15.00 \$120.00

From Our Rocky Mountains**Juniperus scopulorum** (Rocky Mountain Juniper)

The well-known and justly popular western juniper.

*3 to 6 ins., not transplanted\$10.00 \$ 80.00

From China**Juniperus squamata meyeri**

Dense, heavy, plumelike branches, deep blue.

*3 to 6 ins., once transplanted\$15.00 \$120.00

From Eastern North America**Juniperus virginiana** (Red Cedar)

A compact pyramidal tree of great hardiness.

*3 to 6 ins., not transplanted\$ 9.00 \$ 72.00

From Eastern North America**Kalmia latifolia** (Mountain Laurel)

Compact shrub, bouquets of lovely flowers.

*3 to 6 ins., once transplanted\$15.00 \$120.00

From the Pacific Northwest**Mahonia aquifolium** (Oregon Grape)

Attractive in foliage, flower and fruit.

*3 to 6 ins., once transplanted\$10.00 \$ 80.00

From the Pacific Northwest**Mahonia nervosa** (Long-leaved Holly Grape)

Plants grow 12 to 18 ins. tall, beautifully fernlike in form.

*3 to 6 ins., not transplanted\$10.00 \$ 80.00

From Japan**Pachysandra terminalis** (Japanese Spurge)

Especially valuable as a ground cover.

*2-yr. plants\$10.00 \$ 80.00

From Western Mountains**Picea engelmanni** (Engelmann Spruce)

Narrow pyramid, bluish-green to steel-blue foliage.

*6 to 9 ins., once transplanted\$11.00 \$ 88.00

From Northern Europe**Picea engelmanni** (Engelmann Spruce)

Holds a place of deserved esteem.

*9 to 12 ins., once transplanted\$13.00 \$104.00

From the European Specie**Picea excelsa mucronata** (Dwarf Norway Spruce)

Dwarf, dense, rounded pyramid. One of the best.

*6 to 9 ins., twice transplanted, B.R., specimens\$ 65.00

From the European Specie**Picea excelsa pygmaea** (Pygmy Spruce)

Exceedingly dense, dark green, dwarf conifer.

*1 to 3 ins., once transplanted\$15.00 \$120.00

From Oregon**Picea excelsa sherwoodi** (Sherwood's Multnomah Spruce)

A rugged appearance.

*3 to 6 ins., once transplanted\$20.00 \$160.00

From South Dakota**Picea glauca densata** (Black Hills Spruce)

A handsome, hardy tree of symmetrical habit.

*1 to 3 ins., not transplanted\$ 4.00 \$ 32.00

From Western Mountains**Picea pungens** (Colorado Spruce) (Green)

Very handsome and very hardy.

*3 to 6 ins., once transplanted\$11.00 \$ 88.00

From the Himalayan Mountains**Pinus griffithii** (Griffith Pine)

Sometimes called the blue pine. Rare.

*6 to 9 ins., not transplanted\$11.00 \$ 88.00

From High European Mountains**Pinus mughus compacta** (Mugho Pine)

A dense, stout, dwarf evergreen.

*6 to 9 ins., twice transplanted, B.R., near specimen.....\$49.00

*9 to 12 ins., twice transplanted, B.R., near specimen.....\$65.00

From the West**Pseudotsuga douglasii** (Douglas Fir)

Colorado silver-gray strain, a truly stately tree.

*12 to 18 ins., once transplanted, B.R.\$20.00 \$160.00

From Japan**Skimmia japonica** (Oriental Skimmia)

Densely branched, low-growing shrub.

*3 to 6 ins., once transplanted\$14.00 \$112.00

From Europe and Africa**Taxus baccata** (English Yew)

This is the old favorite of English gardens.

*12 to 15 ins., twice transp., B.R., hedge grade....\$61.00

DID YOU KNOW?That *Taxus cuspidata* is really a geographical form of *Taxus baccata*.**From the European and African Specie****Taxus baccata fastigiata aurea** (Golden Irish Yew)

Golden form of the well-known Irish Yew.

*6 to 9 ins., once transplanted\$24.00 \$192.00

From the European and African Specie**Taxus baccata repandens** (Spreading English Yew)

A rare and desirable plant.

*6 to 9 ins., once transplanted\$24.00

From the Orient**Taxus cuspidata** (Japanese Yew)

One of the most satisfactory of all dwarf evergreens.

*6 to 9 ins., twice transplanted\$24.00 \$192.00

From Eastern North America**Thuja occidentalis** (American Arborvitae)

Compact narrow pyramid, justly esteemed.

*18 to 24 ins., twice transplanted, B.R., hedge grade\$49.00

*2 to 3 ft., twice transplanted, B.R., hedge grade\$73.00

*3 to 4 ft., twice transplanted, B&B\$142.00

From the North American Specie**Thuja occidentalis nana** (Little Globe Arborvitae)

Bright green foliage packed in heavy layers.

*15 to 18 ins., three times transplanted, B&B\$122.00

From the North American Specie**Thuja occidentalis pyramidalis** (American Pyramidal Arborvitae)

A most desirable column, dense and compact.

*6 to 7 ft., twice transplanted, B&B\$264.00

From Eastern North America**Tsuga canadensis** (Canada Hemlock)

Conifer of graceful, pleasing habit of growth.

*6 to 9 ins., not transplanted\$12.00 \$ 96.00

From the Cascade Mountains**Tsuga mertensiana** (Mountain Hemlock)

Lovely either in groups or as specimen trees.

*9 to 12 ins., once transplanted\$22.00 \$176.00

From Europe and North America**Veronica officinalis** (Ground Speedwell)

Ground cover for shady places.

*Rooted layers\$ 7.00 \$ 56.00

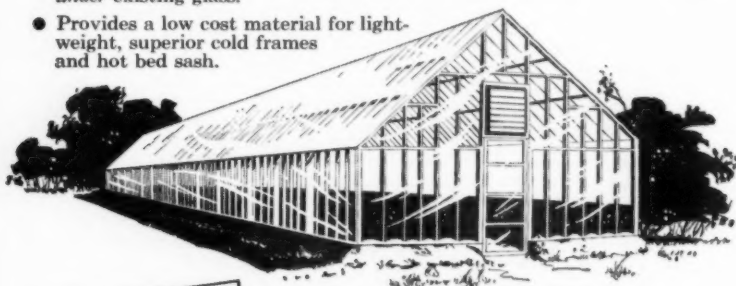
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"Hunting Hollies in Japan," by Dr. J. Creech—Experiences on his plant explorations in Japan during 1955 and 1956, with Kodachrome slides. Student Union building, University of Maryland.

APRIL 12, 9:30 A. M.

Student Union building, University of Maryland. Host: Harry William Dengler, extension forester.

Reports of standing committees.

"The Holly Berry Midge—A New Holly Pest" and "The Use of Systemics in Controlling Leaf Miner," by Theodore L. Bissell, Maryland extension entomologist.

"Holly Hybridizing: Techniques and results," by William F. Kosar, geneticist, U. S. National Arboretum.

"Landscaping with Holly — 3-Dimensional Techniques," by Anthony R. Gould, business manager, U. S. News and World Report.

Traditional box luncheon in Student Union building.

Illustrated review—1956 fall meeting, Holly Society of America, Portland, Ore.

"Holly, Honey and the Honeybee," by George Abrams, Maryland state apiculturist. "Holly and Mycorrhiza," by Dr. Edward Hacsakaylo, physiologist, United States Department of Agriculture. "These Things I Remember—The History of the Holly Society," by Harry William Dengler, Maryland extension forester.

Adjournment.

COLORADO SHORT COURSE

[Concluded from page 10]

Association, told of the need for a code of ethics for arborists throughout the state.

Arborists in Denver drew up a code 10 years ago, Mr. Gallavan said, and it has raised the quality of work considerably. But the code should be applied everywhere in the state, not just inside the city limits, he added. If a code of ethics were adopted, the public would be guaranteed a high standard of work and the arborists would insure the future of their business.

During the business session, the nurserymen and arborists approved unanimously a resolution deploring unnecessary destruction of trees in the development of highways, new subdivisions, college and other institutional grounds, hospitals, military establishments and similar public and private projects without careful study of the possibility of retaining them. When destruction of trees is deemed inevitable, it should be held to a minimum, and then the trees should be replaced by means of funds provided for this purpose.

BOTANY NURSERY CO., Winchester, Tenn., recently started by L. F. Stewart, will grow trees and shrubs on 10 acres for wholesale and retail sales.

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PFITZER JUNIPER

15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	2.00
24 to 30 ins., B&B	2.50
30 to 36 ins., B&B	3.00

HETZ JUNIPER

15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	2.00
24 to 30 ins., B&B	2.50
30 to 36 ins., B&B	3.00

GREEK JUNIPER

15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	1.75

GLOBE ARBORVITAE

15 to 18 ins., B&B	1.75
--------------------	------

PYRAMIDAL ARBORVITAE

2 to 3 ft., B&B	2.00
3 to 4 ft., B&B	2.25

ABELIA GRANDIFLORA

18 to 24 ins., B.R.	.50
2 to 3 ft., B.R.	.75
3 to 4 ft., B.R.	1.00
B&B add 25c each.	

BARBERRY, SARGENT

15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	2.00
24 to 30 ins., B&B	2.25

BOXWOOD, SEMPERVIRENS

12 ins., B&B	1.50
15 ins., B&B	2.00
18 ins., B&B	2.50
20 ins., B&B	3.50

COTONEASTER DIVARICATA

2 to 3 ft., B&B	1.50
-----------------	------

ELAEAGNUS PUNGENS

FRUITLANDI

24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75

ELAEAGNUS PUNGENS

REFLEXA

24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75

EUONYMUS CARRIERI

15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50

EUONYMUS PATENS

	Each
15 to 18 ins., B&B	\$1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	1.75

EUONYMUS RADICANS ERECTUS

15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50

ILEX VOMITORIA

2 to 3 ft., B&B	2.50
3 to 4 ft., B&B	3.50

JASMINE, FLORIDUM

2 to 3 ft., B.R.	1.00
B&B add 25c each.	

CHERRY LAUREL

2 to 3 ft., B&B	1.75
3 to 4 ft., B&B	2.25
4 to 5 ft., B&B	3.00
5 to 6 ft., B&B	3.75

ENGLISH LAUREL

24 to 30 ins., B&B	1.75
30 to 36 ins., B&B	2.00

NANDINA DOMESTICA

18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75

MAGNOLIA GRANDIFLORA

2 to 3 ft., B&B	2.50
3 to 4 ft., B&B	3.50

VIBURNUM, LEATHER-LEAVED

18 to 24 ins., B&B	1.75
24 to 30 ins., B&B	2.25

DOUBLE-FLOWERING PEACH

Red, White and Pink	
2 to 3 ft., B.R.	.30
3 to 4 ft., B.R.	.40

RHUS COTINUS

(Smoke Tree)	
4 to 5 ft., B.R.	.75
5 to 6 ft., B.R.	1.00

TREE WISTARIA

3 to 4 ft., B&B	3.50
4 to 5 ft., B&B	4.50

MIMOSA

4 to 5 ft., B.R.	.85
5 to 6 ft., B.R.	1.10

RED-LEAVED BARBERRY

	Each
15 to 18 ins., B.R.	\$0.25
18 to 24 ins., B.R.	.35

PINK-FLOWERING DOGWOOD

with bloom buds	
3 to 4 ft., B.R.	2.50
4 to 5 ft., B.R.	3.50
5 to 6 ft., B.R.	4.50
B&B add 50c each.	

PINK-FLOWERING DOGWOOD

18 to 24 ins., B.R.	1.00
24 to 30 ins., B.R.	1.25
30 to 36 ins., B.R.	1.50
3 to 4 ft., B.R.	2.00

WHITE-FLOWERING DOGWOOD

3 to 4 ft., B.R.	1.00
4 to 5 ft., B.R.	2.00
5 to 6 ft., B.R.	2.50
6 to 8 ft., B.R.	4.50
B&B add 50c more.	

OAK-LEAVED HYDRANGEA

24 to 30 ins., B.R.	.40
30 to 36 ins., B.R.	.50

MAGNOLIA SOULANGEANA

2 to 3 ft., B&B	2.50
3 to 4 ft., B&B	3.00

VIBURNUM LANTANA

2 to 3 ft., B.R.	.30
3 to 4 ft., B.R.	.40

PEACH, 1-YR., DORMANT

3 to 4 ft.	.25
2 to 3 ft.	.20

Ambergem
Belle of Georgia
Champion
Dixiegem
Elberta
Golden Jubilee
Halehaven
J. H. Hale
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Redhaven
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liners that live and Grow

SHRUBS

	Each 100	Each 1000
<i>Berberis mentorensis</i> (Mentor Barberry) 1850 2 1/4-in. pots	\$0.25	\$0.20
<i>Berberis thunbergii atropurpurea</i> (Red-leaved Barberry) 1800 10 to 15 ins., light transplants .....	.15	.12
<i>Buddleia alternifolia</i> (Fountain Butterfly Bush) 575 2-in. pots .....	.16	.16
<i>Callicarpa dichotoma</i> (Beauty-berry) 1000 2 1/4-in. pots .....	.16	.16
<i>Caryopteris incana</i> (Blue Mist) 245 2 1/4-in. pots .....	.16	.16
<i>Chaenomeles lagenaria</i> (Glowing Ember Flowering Quince) 2000 layers .....	.12	.10
<i>Colutea arborea</i> (Bladder Senna) 1890 2 1/4-in. pots .....	.16	.16
<i>Cotoneaster divaricata</i> 530 2-in. pots .....	.20	.18
<i>Deutzia corymbosa</i> (Himalaya Deutzia), New 1400 2 1/2-in. pots .....	.16	.16
<i>Euonymus alatus</i> (Winged Euonymus) 375 2-in. pots .....	.20	.18
<i>Euonymus alatus compactus</i> (Dwarf Winged Euonymus) 3255 2-in. pots .....	.22	.20
<i>Euonymus europaeus</i> (European Euonymus) 1200 2-in. pots .....	.16	.16
<i>Forsythia Arnold's Giant</i> 2000 2 1/4-in. pots .....	.20	.18
<i>Forsythia Lynwood Gold</i> 1125 2-in. pots .....	.20	.18
<i>Forsythia suspensa fortunei</i> (Fortune Forsythia) 1000 2-in. pots .....	.16	.16
<i>Forsythia Spring Glory</i> 3250 2 1/4-in. pots .....	.20	.18
<i>Hypericum hidcote</i> (St.-John's-wort) 775 2 1/4-in. pots .....	.25	.20
<i>Hypericum kalmianum</i> (Pot O' Gold) 275 2 1/4-in. pots .....	.20	.18
<i>Kolkwitzia amabilis</i> (Beauty Bush) 430 2 1/2-in. pots .....	.22	.20
<i>Ligustrum amurense</i> (Amur North Privet) 1100 12 to 18 ins., T. 50,000 Rooted cuttings from beds .....	.06 .05	.05 .04
<i>Ligustrum sinense</i> (Amur Privet South) 785 6 to 12 ins., T. ....	.05	.04
<i>Ligustrum obtusifolium regelianum</i> (Regel Privet) 11,000 Rooted cuttings from beds .....	.08	.07
<i>Ligustrum obtusifolium erecta</i> (Improved Border Privet) 15,000 Rooted cuttings from beds .....	.07	.06
<i>Lonicera</i> (Honeysuckle) <i>Clavey's Dwarf</i> 1000 2 1/4-in. pots .....	.22	.20
<i>Lonicera fragrantissima</i> (Winter Honeysuckle) 2700 2 1/4-in. pots .....	.18	.16
<i>Lonicera korolkowi floribunda</i> (Blue-leaved Honeysuckle) 200 2 1/4-in. pots .....	.18	.16

SHRUBS
CONTINUED

	Each 100	Each 1000
<i>Lonicera korolkowi zabeli</i> (Zabel Honeysuckle) 350 2 1/4-in. pots	\$0.18	\$0.16
<i>Lonicera morrowi</i> (Morrow Honeysuckle) 1850 2 1/4-in. pots .....	.18	.16
<i>Lonicera tatarica rubra</i> Wheeling 1000 2 1/4-in. pots .....	.18	.16
<i>Philadelphus coronarius</i> (Sweet Mock Orange) 300 2 1/4-in. pots .....	.18	.16
<i>Philadelphus lemoinei Avalanche</i> 740 2 1/4-in. pots .....	.18	.16
<i>Philadelphus lemoinei Belle Etoile</i> 375 2 1/4-in. pots .....	.18	.16
<i>Philadelphus lemoinei Mont Blanc</i> 1000 2 1/4-in. pots .....	.18	.16
<i>Physocarpus opulifolius nanus</i> (Dwarf Ninebark) 900 2 1/4-in. pots .....	.18	.16
<i>Prunus glandulosa</i> (White-flowering Almond) 400 2 1/4-in. pots .....	.20	.18
<i>Rosa multiflora japonica</i> (Multiflora Rose) 2700 1 1/4 to 3/8-in. cal. 5000 2 1/10 to 3/16-in. cal. ....	.05 .03 1/2	.04 1/2 .03
<i>Sambucus canadensis aurea</i> (Golden Elder) 600 2 1/2-in. pots .....	.18	.16
<i>Spiraea bumalda</i> Anthony Waterer 7400 2 1/4-in. pots .....	.19	.17
<i>Spiraea arguta</i> (Garland Spiraea) 2000 2-in. pots .....	.18	.16
<i>Spiraea japonica coccinea</i> (Improved Anthony Waterer) 150 6 to 9 ins., T. 5600 2-in. pots .....	.15 .20	.18
<i>Spiraea thunbergii</i> (Thunberg Spiraea) 2250 2 1/4-in. pots .....	.18	.16
<i>Syringa vulgaris</i> (French Lilacs) 85 Charles Joly, 9 to 12 ins. 10 Hugo de Vries, 9 to 12 ins. 30 Hugo Koster, 9 to 12 ins. 40 Ludwig Spaeth, 9 to 12 ins. 135 Mme. Casimir Perier, 9 to 12 ins. 40 Mme. Lemoine, 9 to 12 ins. 95 Mme. Florent Stepmann, 9 to 12 ins. 10 Michel Buchner, 9 to 12 ins. ....	.25 .25 .25 .25 .25 .25 .25	.25 .25 .25 .25 .25 .25 .25
<i>Tamarix africana</i> 200 12 to 18 ins., rooted cuttings .....	.07	.06
250 6 to 12 ins., rooted cuttings .....	.05	.04

VINES AND GROUND COVERS

	Each 100	Each 1000
<i>Ampelopsis acuminatifolia</i> (Monkshood Vine) 500 2 1/2-in. pots	\$0.18	\$0.16
<i>Celastrus scandens</i> (American Bittersweet) 600 2 1/4-in. pots (fruiting strain) .....	.18	.16
<i>Euonymus fortunei coloratus</i> (Red-leaved Winter Creeper) 2000 2 1/4-in. pots .....	.20	.18
<i>Euonymus fortunei minimus</i> (Baby Winter Creeper) 800 2-in. pots .....	.25	.20

VINES AND GROUND COVERS
CONTINUED

	Each 100	Each 1000
<i>Lonicera japonica halliana</i> (Hall's Japanese Honeysuckle) 500 Light transplants	\$0.12	\$0.10
<i>Lonicera japonica purpurea</i> (Purple-leaved Honeysuckle) 1000 2 1/4-in. pots .....	.17	.15
<i>Lonicera Goldflame</i> 825 Light transplants .....	.16	.15
<i>Lonicera tellmanniana</i> (Redgold) 250 2-in. pots .....	.12	.10
<i>Lonicera sempervirens</i> (Scarlet Trumpet Honeysuckle) 350 Light transplants .....	.18	.15
<i>Lonicera sempervirens</i> (Yellow Trumpet Honeysuckle) 1275 2 1/4-in. pots .....	.18	.16
<i>Vinca minor</i> Bowles (Periwinkle) 500 3-in. pots .....	.25	.20
500 2 1/4-in. pots .....	.18	.16
<i>Wistaria sinensis</i> (Chinese Wistaria) 985 Light transplants .....	.12	.10

SHADE AND ORNAMENTAL TREES

	Each 100	Each 1000
<i>Acer ginnala</i> (Amur Maple) 600 3-in. pots	\$0.25	\$0.20
<i>Acer saccharinum</i> (Soft Maple) 5600 18 to 24 ins., S. 2000 12 to 18 ins., S. 5800 6 to 12 ins., S. ....	.05 .03 1/2 .02 1/2	.04 .03 .02
<i>Catalpa speciosa</i> (Western Catalpa) 2400 2 to 3 ft., S. 3000 18 to 24 ins., S. 1000 12 to 18 ins., S. 2200 6 to 12 ins., S. ....	.04 1/2 .03 1/2 .03 .02 1/2	.04 .03 .02 .02
<i>Celtis occidentalis</i> (Hackberry) 1000 18 to 24 ins., S. 1500 6 to 12 ins., S. ....	.06 .03	.05 .02
<i>Cercis canadensis</i> (Redbud) 1500 6 to 12 ins., S. ....	.06	.05
<i>Elaeagnus angustifolia</i> (Russian Olive) 1000 18 to 24 ins., S. ....	.06	.05
<i>Elm</i> (See <i>Ulmus</i>)		
<i>Fraxinus americana</i> (White Ash) 1000 6 to 12 ins., S. ....	.03 1/2	.03
<i>Fraxinus lanceolata</i> (Green Ash) 180 4 to 5 ft., S. 3,100 3 to 4 ft., S. 8,700 2 to 3 ft., S. 20,000 18 to 24 ins., S. 10,000 12 to 18 ins., S. 8,700 6 to 12 ins., S.	1.00 .65 .50 .45 .35 .25	.55 .40 .35 .25 .18
<i>Gleditsia triacanthos inermis</i> (Thornless Honey Locust) 2,000 2 to 3 ft., S. 20,000 18 to 24 ins., S. 50,000 12 to 18 ins., S. 14,000 6 to 12 ins., S. ....	.05 .03 1/2 .03 .02 1/2	.04 .03 .02 .02
<i>Koeleruteria paniculata</i> (Golden-Rain Tree) 1600 2 1/2-in. pots .....	.25	.20
<i>Maclura pomifera</i> (Osage Orange) 100 18 to 24 ins., S. 2000 12 to 18 ins., S. 9000 6 to 12 ins., S. ....	.03 1/2 .03 .02 1/2	.03 .02 .02

SHADE AND ORNAMENTAL TREES

CONTINUED

	Each 100	Each 1000
Malus. Flowering Crab Apple		
Almey		
40 4 to 5 ft., whips	\$1.40	
110 3 to 4 ft., whips	1.00	
50 2 to 3 ft., whips	.75	
Atrosanguinea		
10 4 to 5 ft., whips	.80	
15 3 to 4 ft., whips	.50	
10 2 to 3 ft., whips	.35	
Bechtel Klehm's Improved		
30 4 to 5 ft., whips	.90	
50 3 to 4 ft., whips	.60	
65 2 to 3 ft., whips	.45	
Doigo		
30 3 to 4 ft., whips	.40	
30 2 to 3 ft., whips	.25	
Eleyi		
25 4 to 5 ft., whips	.80	
65 3 to 4 ft., whips	.50	
10 2 to 3 ft., whips	.35	
Kodawatskyana		
25 4 to 5 ft., whips	.80	
40 2 to 3 ft., whips	.35	
Profusion		
20 3 to 4 ft., whips	.50	
Redfield		
30 3 to 4 ft., whips	.50	
10 2 to 3 ft., whips	.35	

SHADE AND ORNAMENTAL TREES

CONTINUED

	Each 100	Each 1000
Malus. Flowering Crab Apple—Continued		
Red Silver		
40 4 to 5 ft., whips	\$0.80	
10 3 to 4 ft., whips	.50	
20 2 to 3 ft., whips	.35	
Van Eseltine		
25 2 to 3 ft., whips	.35	
Morus alba tatarica (Russian Mulberry)		
2000 2 to 3 ft., S.	.05	\$0.04 1/4
3800 18 to 24 ins., S.	.04	.03 1/2
3200 12 to 18 ins., S.	.03	.02 1/2
1000 6 to 12 ins., S.	.02 1/2	.02
Oak (See Quercus)		
Populus nigra italica (Lombardy Poplar)		
2300 4 to 5 ft., whips	.12 1/2	.11
4900 3 to 4 ft., whips	.09	.07 1/2
1150 2 to 3 ft., whips	.06	.05
325 18 to 24 ins., whips	.04	.03 1/2
Prunus armeniaca (Apricot)		
600 3 to 4 ft., S.	.12	.10
630 2 to 3 ft., S.	.10	.08
50 18 to 24 ins., S.	.07	.06
Prunus americana (American Plum)		
9000 2 to 3 ft., S.	.04 1/2	.04
4000 18 to 24 ins., S.	.04	.03 1/2
Prunus Newport		
290 3 to 4 ft., whips	.75	
755 2 to 3 ft., whips	.50	

SHADE AND ORNAMENTAL TREES

CONTINUED

	Each 100	Each 1000
Prunus triloba		
100 3 to 4 ft., whips	\$0.75	
Quercus palustris (Pink Oak)		
1500 3-in. pots, 6 to 9 ins.	.15	
Robinia pseudoacacia (Black Locust)		
60 4 to 5 ft., S.	.08	\$0.07 1/2
2000 3 to 4 ft., S.	.06	.05 1/2
500 2 to 3 ft., S.	.05	.04
Ulmus americana (American Elm)		
5400 6 to 12 ins., S.	.25	.18
Ulmus carpinifolia (Buisman Elm)		
100 18 to 24 ins., field-grown	1.00	
400 12 to 18 ins., field-grown	.75	
320 6 to 12 ins., field-grown	.60	
2700 2 1/4-in. pots	.50	
Ulmus. hybrid (Chinese-American)		
600 3 to 4 ft.	.75	
1800 2 to 3 ft.	.50	
485 18 to 24 ins.	.40	
Ulmus pumila (Chinese Elm)		
750 4 to 5 ft., S.	.12	.10
5,000 3 to 4 ft., S.	.07 1/2	.06 1/2
14,000 2 to 3 ft., S.	.04 1/2	.04 1/2
5,000 18 to 24 ins., S.	.03 1/2	.03
5,000 12 to 18 ins., S.	.03	.02 1/2
6,400 6 to 12 ins., S.	.02 1/2	.02



The Home of Liners That Live

EVERGREENS

	Each 100	Each 1000
Juniperus chinensis pfitzeriana (Kallay's Compact)		
1600 2 1/4-in. pots	\$0.22	\$0.20
Juniperus kosteri plumosa		
900 2 1/4-in. pots	.22	.20
Juniperus sabina		
1850 2 1/4-in. pots	.20	.18
Thuja orientalis (Chinese Arborvitae)		
2000 6 to 10 ins., S.	.12	.10
3000 3 to 6 ins., S.	.08	.06

BROAD-LEAVED EVERGREENS

	Each 100	Each 1000
Cotoneaster adpressa praecox		
650 2-in. pots	\$0.22	\$0.20
Cotoneaster divaricata		
500 2-in. pots	.20	.18
Euonymus fortunei coloratus (Red-leaved Winter Creeper)		
2000 2 1/4-in. pots	.20	.18
Euonymus fortunei minimus (Dwarf Winter Creeper)		
1100 2-in. pots	.25	.22

BROAD-LEAVED EVERGREENS

CONTINUED

	Each 100	Each 1000
Euonymus fortunei erectus		
Sarcocoe		
800 2-in. pots	\$0.25	\$0.20
Euonymus kiatschovicus (patens) , small-leaved		
500 2-in. pots	.20	.18
Pyracantha coccinea (Vincent's Hardy Fire Thorn)		
4200 2-in. pots	.16	.16
Pyracantha coccinea pauciflora		
750 3-in. pots	.25	.20
1750 2-in. pots	.18	.16

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COVER ILLUSTRATION

Corylus Columna

Hazel nuts are borne on both shrubs and trees, and the only native species are *C. americana* and *C. cornuta*, both shrubby plants to about 10 feet.

Imported from the eastern hemisphere, *Corylus chinensis* and *C. columna*, species which develop fairly large trees where native, are not often seen in cultivation here. *C. columna*, the Turkish hazel, a fine-appearing tree with a shapely crown of pleasing foliage, may attain 70 feet but generally matures at less in cultivation.

Found in southeast Europe and western Asia and introduced about 1580, the Turkish hazel has been planted chiefly for ornament. Although the fruit is of good flavor

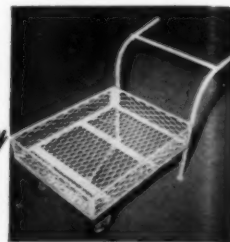


Corylus Fruit and Foliage

and abundantly borne, it is considerably smaller and thicker-shelled than the selected varieties and hybrids of *C. avellana* and *C. maxima* grown commercially.

With a sturdy trunk stem of light gray, somewhat resembling that of *Quercus alba*, and corky branchlets, *C. columna* develops a broad, symmetric pyramidal head. The leaves are quite like other species of the hazel, being broadly ovate, entire, doubly serrate and cordate at the base. Foliage is a pleasing green, nicely veined, and the nuts are borne generously, several clustered in each lobed involucre.

This nicely contoured, well-behaved tree is widely used in Europe



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tip-
proof

Cloverset

HANDY CARTS

Well-balanced nursery carts of strong welded steel with 24x30x6-in. bed; holds 12 potted roses or equivalent in safe upright position. Two free-running, ball-bearing 10x1.75-in. wheels have semi-pneumatic tires. Shipping weight approximately 45 lbs.; shipped in carton and easily assembled.

\$27.50

F.O.B. Kansas City



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for extra
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the modern nursery, from



105th and Wornall Rd.
KANSAS CITY 14, MO.

CLOVERSET FARM, Dept. A
105th and Wornall, Kansas City 14, Mo.

Please send items checked:

- ☐ Handy Cart(s) at \$27.50
F.O.B. Kansas City.
- ☐ Complete information on Cloverset
Rose Dust.

Name

Firm

Address

As any practical nurseryman who's used them all can tell you,
when it comes to pots for potting
stock for cash-and-carry sales,



ONE STANDS OUT!

THE *Cloverset* POT

has **EVERY** feature for easier handling and easier sales

1. Lasts a full year or more in the sales frame.
2. Contains roots safely within the soil ball; permits transplanting any time.
3. Has adequate bottom opening for good drainage without waterlogging; no gravel necessary.
4. Rests on wide bottom; no blowing over in the frames.
5. Available in sizes to accommodate stock of any salable size.
6. Is neat and uniform in appearance, an asset to the sales area.
7. Tough enough to permit easy handling in potting shed and frame.
8. Easy for customer to remove—at once, a week later or even a month after they take stock home.
9. Lightweight (but with all these qualities) to save on freight costs.
10. . . . and sufficiently low priced so that it may be given away with the plant.

ONLY CLOVERSET POTS give you all these features. In addition, they come stacked in cartons with bottom flaps folded in, ready to use; even inexperienced workers in the potting shed can do a neat job with Cloverset Pots! Order now and be all set for profitable cash-and-carry sales.

Cloverset Pot Prices F.O.B. Kansas City, Mo., and Moorestown, N. J.

SIZES FOR EVERY NEED:

roses, perennials,
shrubs, young trees

SIZE	HEIGHT	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT	F.O.B. KANSAS CITY		F.O.B. MOORESTOWN, N. J.	
No. 0	5 1/4 ins.	5 ins.	6 ins.	200	Per 1000 210 lbs.	Per 100 \$3.75	Per 1000 \$35.00	Per 100 \$ 4.25	Per 1000 \$ 40.00
No. 1	6 1/2 ins.	6 ins.	7 ins.	100	340 lbs.	4.75	45.00	5.60	53.50
No. 2	9 1/4 ins.	7 ins.	8 ins.	100	535 lbs.	5.25	50.00	6.50	62.50
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	5.75	55.00	7.15	69.00
						25 pots, \$7.00; 50 pots, \$13.25; 75 pots, \$19.75; 100, \$23.75; 1000, \$210.00.			
No. 4	13 ins.	12 ins.	...	25	Per 100 133 lbs.			26.75	240.00

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TERMS: As per our published list which includes satisfactory credit or cash with order.
Please order full bunches. 300 of any variety and size at 1000 rate.

	Per 100	Per 1000		Per 100	Per 1000
ASH, GREEN			LOCUST, BLACK		
2 to 3 ft.	\$ 4.00	\$ 35.00	4 to 5 ft.	8.50	75.00
18 to 24 ins.	3.00	25.00	3 to 4 ft.	5.50	50.00
12 to 18 ins.	2.50	20.00	6 to 12 ins.	1.70	15.00
6 to 12 ins.	1.40	12.00			
BOX ELDER			LOCUST, THORNLESS HONEY		
6 to 12 ins.	1.50	12.00	4 to 5 ft.	12.00	100.00
BUFFALO BERRY			3 to 4 ft.	8.50	75.00
4 to 6 ins.	2.00	15.00	2 to 3 ft.	5.00	45.00
CLEMATIS LIGUSTIFOLIA			18 to 24 ins.	3.50	30.00
No. 1	4.50	40.00	6 to 12 ins.	1.70	14.00
No. 2	3.50	30.00	MAPLE, GINNALA		
8 to 15 ins.	2.50	20.00	12 to 18 ins.	\$ 4.00	\$ 35.00
COLUTEA ARBORESCENS			6 to 12 ins.	3.00	25.00
(Bladder Senna)			MULBERRY, RUSSIAN		
1/4-in. cal., topped to approx.			1/4-in. cal.	4.00	35.00
18-in.	7.50	70.00	18 to 24 ins.	3.00	25.00
CORNUS AMOMUM			12 to 18 ins.	2.40	20.00
(Silky Dogwood)			6 to 12 ins.	1.40	12.00
3 to 4 ft.	8.50	80.00	OAK, BUR		
2 to 3 ft.	7.00	65.00	6 to 9 ins.	5.50	50.00
18 to 24 ins.	6.00	55.00	OAK, PIN		
12 to 18 ins.	5.00	45.00	12 to 18 ins.	8.50	80.00
CORNUS PANICULATA			6 to 9 ins.	5.00	45.00
2 to 3 ft.	7.00	65.00	OLIVE, RUSSIAN		
18 to 24 ins.	6.00	55.00	6 to 12 ins.	2.40	20.00
12 to 18 ins.	5.00	45.00	NINEBARK, RAMALEYI,		
CORNUS STOLONIFERA			semidwarf, northern		
18 to 24 ins.	6.00	55.00	12 to 18 ins.	4.50	40.00
12 to 18 ins.	5.00	45.00	PRUNUS MELANOCARPA (Western Black		
6 to 12 ins.	3.00	25.00	Choke Cherry), 8 to 15 ft.		
CORYLUS AMERICANA (Hazelnut)			1/2-in. cal.	5.50	50.00
6 to 9 ins.	5.00	45.00	6 to 9 ins.	3.50	30.00
4 to 6 ins.	3.50	30.00	4 to 6 ins.	2.50	20.00
COTONEASTER ACUTIFOLIA			PRUNUS PADUS COMMUTATA (Mayday		
18 to 24 ins.	11.00	100.00	Tree), 10 to 15 ft.		
12 to 18 ins.	8.50	75.00	3 to 4 ft.	12.00	110.00
6 to 12 ins.	5.50	50.00	2 to 3 ft.	8.00	75.00
4 to 6 ins.	3.50	30.00	18 to 24 ins.	7.00	65.00
ELM, CHINESE			12 to 18 ins.	5.50	50.00
5 to 6 ft.	19.00	160.00	4 to 6 ins.	2.50	20.00
4 to 5 ft.	12.00	100.00	PRUNUS SEROTINA (Wild Black Cherry),		
3 to 4 ft.	7.50	65.00	30 to 40 ft.		
2 to 3 ft.	4.50	40.00	2 to 3 ft.	5.50	50.00
18 to 24 ins.	3.00	25.00	18 to 24 ins.	4.50	40.00
6 to 12 ins.	1.50	12.00	12 to 18 ins.	3.50	30.00
GRAPE, WILD (Vitis riparia)			REDBUD		
18 to 24 ins.	5.00	45.00	18 to 24 ins.	10.00	90.00
12 to 18 ins.	4.00	35.00	12 to 18 ins.	7.50	65.00
8 to 12 ins.	3.00	25.00	6 to 9 ins.	4.50	40.00
HACKBERRY			RIBES ODORATUM		
3 to 4 ft.	10.00	90.00	18 to 24 ins.	6.50	60.00
2 to 3 ft.	6.50	60.00	12 to 18 ins.	5.00	45.00
6 to 12 ins.	1.80	15.00	6 to 12 ins.	3.50	30.00
HONEYSUCKLE			ROSE, HANSEN HEDGE		
2 to 3 ft.	15.00	130.00	18 to 24 ins.	5.50	50.00
18 to 24 ins., branched	14.00	120.00	12 to 18 ins.	4.50	40.00
12 to 24 ins.	11.00	100.00	6 to 12 ins.	3.00	25.00
12 to 18 ins.	7.50	65.00	RUSSIAN ARTEMISIA		
6 to 12 ins.	5.50	50.00	3 to 4 ft.	8.00	75.00
LILAC, COMMON			2 to 3 ft.	6.50	60.00
2 to 3 ft.	12.00	100.00	18 to 24 ins.	5.00	45.00
18 to 24 ins.	9.00	85.00	12 to 18 ins.	3.50	30.00
9 to 12 ins.	6.00	55.00	SILVERBERRY		
4 to 6 ins.	3.50	30.00	(Elaeagnus commutata)		
			6 to 9 ins.	4.00	35.00
			4 to 6 ins.	2.50	20.00

The following varieties can and are being used as understocks.

	Per 100	Per 1000
PRUNUS AMERICANA (American Plum)		
1/4-in. cal. (approx. 2 to 3 ft.)	\$ 5.00	\$ 45.00
1/2-in. cal. (approx. 18 to 24 ins.)	4.50	40.00
2/16-in. cal. (approx. 12 to 18 ins.)	3.20	28.00
No. 3 (approx. 6 to 12 ins.)	2.10	18.00
PRUNUS BESSEYI (Western Bush Cherry)		
2 to 3 ft.	10.00	90.00
18 to 24 ins.	8.00	75.00
PRUNUS FRUTICOSA (Mongolian Cherry), 3 to 4 ft.		
18 to 24 ins.	11.00	100.00
1/2-in. cal. (approx. 12 to 18 ins.)	8.00	75.00
2/16-in. cal. (approx. 8 to 12 ins.)	6.50	60.00
PRUNUS HORTULANA , a nonsuckering American Plum, 8 to 12 ft.		
No. 1	5.50	50.00
2/16-in. cal. (approx. 12 to 18 ins.)	4.50	40.00
No. 3 (approx. 6 to 12 ins.)	3.00	25.00
PRUNUS JAPONICA (Korean Cherry), 2 1/2 to 3 ft.		
18 to 24 ins.	11.00	100.00
2/16-in. cal. (approx. 8 to 12 ins.)	6.50	60.00
No. 3 (approx. 6 to 8 ins.)	4.50	40.00
PRUNUS SPINOSA (European Plum, black thorn), 3 to 5 ft.		
1/2-in. cal. (approx. 12 to 18 ins.)	8.00	75.00
No. 3 (approx. 6 to 8 ins.)	4.50	40.00
PRUNUS TOMENTOSA (Nanking Cherry), 5 to 6 ft.		
2 to 3 ft.	13.00	120.00
18 to 24 ins.	10.00	90.00
6 to 12 ins.	4.50	40.00
4 to 6 ins.	3.00	25.00

New Paradise Asparagus, 2-1, \$2.00 per 100 \$25.00 per 1000.

but is all too rarely seen in this country. It is hardy up to zone 3 and its admirable characteristics merit far greater use.

The subject of the cover illustration was photographed at Rochester, N. Y., by Gavaghan & Dobson.

STAR INTRODUCTIONS

New Star introductions recently announced by the Conard Pyle Co., West Grove, Pa., include three chrys-

anthemums and two Shasta daisies. Descriptions of the plants have been released as follows:

Hawaii is a bronze addition to the Star big-flowered chrysanthemums. The flower is fully double, four and one-half inches across. A midseason bloomer, the plant grows 32 inches high, with a sturdy habit that gives it value as a decorative addition to the fall garden.

Golden Wedding, another Star big-flowered chrysanthemum, has inner petals of red-blended yellow, sur-

rounded by softer-toned golden petals. A strong grower, the plant produces flowers freely and blooms for many weeks after mid-September.

Sun Dance is a newcomer to the list of Star pompons, lemon-yellow in color. Starting to bloom in late September, the plant produces flowers freely for weeks. The plant grows about 20 inches high and about twice that in width, with clean abundant foliage.

Snow Queen, a Star Shasta daisy, is distinguished by large (4 to 4 1/2-

TREES

	Per 10	Per 100
<i>Elm, American</i> , 1 1/4-in. cal.	\$22.00	\$200.00
2 to 10 ft.	18.00	165.00
5 to 8 ft.	12.00	110.00
5 to 6 ft.	8.00	75.00
<i>Elm, Moline</i> , 1 1/4-in. cal.	28.00	250.00
2 to 10 ft.	22.00	200.00
5 to 8 ft.	15.50	140.00
5 to 6 ft.	11.00	100.00

<i>Hackberry</i>		
2-in. cal.	65.00	
1 1/4-in. cal.	50.00	430.00
1 to 8 ft.	22.00	200.00

Linden, Redmond — An outstanding budded Crimean variety. We have grown and tested this tree many years. Fairly fast grower, has a spread similar to Pin Oak. New wood growth turns red when matured. Has never been damaged from wind, sleet, snow, insect pests or disease. Excellent shade for lawn, park and street planting.

	Per 10	Per 100
2 to 7 ft.	\$28.00	\$250.00
5 to 6 ft.	16.50	150.00
4 to 5 ft.	13.00	110.00

<i>Poplar, Gelricen</i> , 8 to 10 ft.	15.50	140.00
5 to 8 ft., 2-yr.	10.00	90.00
5 to 6 ft., 2-yr.	7.00	65.00
4 to 5 ft., 2-yr.	4.00	30.00
3 to 4 ft., 2-yr.	3.00	20.00
2 to 3 ft., 2-yr.	2.00	15.00
5 to 8 ft., whips, 1-yr.	7.00	65.00
5 to 6 ft., whips, 1-yr.	4.00	35.00
4 to 5 ft., whips, 1-yr.	3.00	25.00
2 to 4 ft., whips, 1-yr.	2.00	15.00
2 to 3 ft., whips, 1-yr.	1.50	12.00
18 to 24 ins., whips, 1-yr.	1.20	10.00

Poplar, Lydiek Yellow, excellent lumber, very much like Tulip Poplar.

5 to 8 ft., 2-yr.	10.00	90.00
5 to 6 ft., 2-yr.	7.00	65.00

<i>Poplar, marilandica</i> , 6 to 8 ft.	10.00	90.00
5 to 6 ft., 2-yr.	7.00	65.00
5 to 5 ft., 1-yr.	2.50	20.00
3 to 4 ft., 1-yr.	1.70	15.00
4 to 5 ft., whips	1.70	15.00
2 to 4 ft., whips	1.50	13.00
2 to 3 ft., whips	1.20	10.00
18 to 24 ins., whips . . . . .	.90	7.50

<i>Poplar, missouriensis</i>		
2 to 10 ft., 2-yr.	15.50	140.00
5 to 8 ft., 2-yr.	10.00	90.00
5 to 6 ft., 2-yr.	7.00	65.00
5 to 8 ft., whips	7.00	65.00
5 to 6 ft., whips	2.50	20.00
4 to 5 ft., whips	1.70	15.00
3 to 4 ft., whips	1.20	10.00
2 to 3 ft., whips . . . . .	.90	8.00

TREES—Continued

	Per 10	Per 100
<i>Poplar, Northwest</i> (Cottonless, cross between Balm of Gilead and Cottonwood).		
4 to 5 ft., 1-yr.	2.50	20.00
3 to 4 ft., 1-yr.	1.70	15.00
2 to 3 ft., 1-yr.	1.30	10.00
18 to 24 ins., 1-yr. . . . .	.70	6.00
12 to 18 ins., 1-yr. . . . .	.50	4.00

<i>Poplar, Norway</i> (Cottonless)		
8 to 10 ft., 2-yr.	\$12.00	\$100.00
6 to 8 ft., 2-yr.	8.00	75.00
6 to 8 ft., 1-yr.	1.60	14.00

<i>Poplar, Sargent</i> (Cottonless)		
5 to 6 ft., 2-yr.	7.00	65.00
4 to 5 ft., 1-yr.	2.50	20.00
3 to 4 ft., 1-yr.	1.70	15.00

<i>Poplar, Serotina</i> (Cottonless)		
6 to 8 ft., 2-yr.	10.00	90.00
5 to 6 ft., 2-yr.	7.00	65.00
4 to 5 ft., 1-yr.	2.50	20.00
3 to 4 ft., 1-yr.	1.70	15.00

<i>Poplar, Torington</i> (Cottonless)		
4 to 5 ft., 2-yr.	4.00	30.00
3 to 4 ft., 2-yr.	3.00	20.00
2 to 3 ft., 2-yr.	2.00	15.00

<i>Redbud</i>		
3 to 4 ft.	10.00	90.00
2 to 3 ft.	6.50	60.00
18 to 24 ins.	4.00	35.00
12 to 18 ins.	2.90	25.00

SHRUBS

	Per 10	Per 100
<i>Barberry, red-leaved</i>		
12 to 15 ins.	\$4.00	\$35.00
9 to 12 ins.	2.90	25.00

<i>Barberry, thunbergi</i>		
15 to 18 ins.	3.55	31.00
12 to 15 ins.	2.80	24.00
9 to 12 ins.	2.20	19.00

<i>Caragana arborescens</i>		
2 to 3 ft.	4.50	40.00
18 to 24 ins.	3.50	30.00
12 to 18 ins.	2.50	22.00

<i>Cornus alba sibirica</i>		
2 to 3 ft.	6.00	55.00
18 to 24 ins.	5.00	45.00
12 to 18 ins.	3.50	30.00

<i>Honeysuckle, Carlton</i> , red, from 2-yr. adlgs.		
3 to 4 ft.	6.50	60.00
2 to 3 ft.	5.50	50.00
18 to 24 ins.	4.50	40.00

<i>Hydrangea P. G.</i>		
18 to 24 ins.	5.50	50.00
12 to 18 ins.	3.50	30.00

<i>Lilac, Persian Red</i>		
3 to 4 ft.	7.50	70.00
2 to 3 ft.	6.00	55.00
18 to 24 ins.	5.00	45.00

<i>Lilac, rothomagensis</i>		
2 to 3 ft.	\$6.00	\$55.00
18 to 24 ins.	5.00	45.00

SHRUBS—Continued

	Per 10	Per 100
<i>Lilac, Japonica</i>		
18 to 24 ins.	4.50	40.00
12 to 18 ins.	2.90	25.00

<i>Lilac, villosa</i> (from 2-yr. seedlings)		
2 to 3 ft.	5.50	50.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	2.90	25.00

<i>French Lilac</i> , 2 to 3 ft.	8.50	80.00
18 to 24 ins.	6.50	60.00
12 to 18 ins.	4.50	40.00

<i>Alphonse LaValle</i> , D-lilac, 2 to 3 ft., 18 to 24 ins.		
	8.50	80.00

<i>Belle de Nancy</i> , D-rose, W-center, 12 to 18 ins.		
	8.50	80.00

<i>Chas. X</i> , S-red, 18 to 24 ins., 12 to 18 ins., 2 to 3 ft.		
	8.50	80.00

<i>DeCaisne</i> , S-azure-blue, 18 to 24 ins., 12 to 18 ins.		
	8.50	80.00

<i>Gen. Sheridan</i> , D-white, 18 to 24 ins., 12 to 18 ins.		
	8.50	80.00

<i>Jacques Callot</i> , S-violet, 18 to 24 ins., 12 to 18 ins.		
	8.50	80.00

<i>Mme. Abel Chateau</i> , D-white, 2 to 3 ft.		
	8.50	80.00

<i>Michel Buchner</i> , S-lilac, 18 to 24 ins., 12 to 18 ins.		
	8.50	80.00

<i>Pres. Grevy</i> , D-bluish-lilac, 12 to 18 ins.		
	8.50	80.00

<i>Pres. Lincoln</i> , S-blue, 2 to 3 ft., 12 to 18 ins.		
	8.50	80.00

<i>Vauban</i> , D-lilac, bluish, 3 to 4 ft., 2 to 3 ft., 18 to 24 ins., 12 to 18 ins.		
	8.50	80.00

<i>Waldeck-Rousseau</i> , D-lilac-pink, 18 to 24 ins., 12 to 18 ins.		
	8.50	80.00

<i>Wm. Robinson</i> , D-reddish-purple, 12 to 18 ins.		
	8.50	80.00

	Per 10	Per 100
<i>Philadelphus Glacier</i> , 2 to 3 ft., \$6.50	\$6.50	\$60.00
18 to 24 ins.	4.50	50.00
12 to 18 ins.	3.50	40.00

<i>Philadelphus lemoinei</i> , 2 to 3 ft.	6.00	55.00
18 to 24 ins.	4.50	40.00

<i>Spiraea froebeli</i> , 15 to 18 ins.	4.00	35.00
12 to 15 ins.	3.50	30.00

<i>Spiraea multiflora</i> , 2 to 3 ft.	6.00	55.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	3.50	30.00

<i>Spiraea thunbergi</i>		
18 to 24 ins.	4.50	40.00
12 to 18 ins.	2.90	25.00

<i>Spiraea vanhouttei</i> , 3 to 4 ft.	5.50	50.00
2 to 3 ft.	4.50	40.00
18 to 24 ins.	3.50	32.00
12 to 18 ins.	2.60	22.00

VINES

	Per 10	Per 100
<i>Engelmann Creeper</i>		
2-yr., No. 1	\$3.50	\$30.00
2-yr., medium	2.90	25.00

<i>Virginia Creeper</i>		
2-yr., No. 1	3.50	30.00
2-yr., medium	2.90	25.00

PLUMFIELD NURSERIES, INC.

P. O. Box 7

FREMONT, NEB.

inch) blooms having feathery quills as outer petals and a large yellow center. The medium-height stems are strong, and the flowers are good for cutting.

Moonlight, another Star Shasta daisy, is described as new and different. The very double flowers have a center packed with snow-white petals, each tipped with a fleck of gold, and a surrounding halo of large pure white petals. The blooms are fine for cutting and last a long time in the house. Growth is vigorous with

dark green foliage, and flower production is free.

MENTOR FIRM GROWING

H. W. Bentley is marking the first anniversary of his nursery, Bentley's Hardy Plants, at Mentor, O., with 20 acres of growing fields at Perry, O. Mr. Bentley started the business in April, 1956, after being superintendent in charge of production and shipping at the Wayside Gardens, Mentor, for 11 years and associated

with the firm for 20 years and prior to that having been associated with the Cole Nursery Co., Painesville, O.

A packing house will soon be built at the nursery's Perry location, where the fields are to be planted to perennials and a few select shrubs for the wholesale market. Shipping is now being done from Mentor, where Mr. Bentley lives with his wife and two children and where he has rented a greenhouse as a temporary headquarters.

PROTECT NURSERY SEEDLINGS

from weed competition
during vulnerable period



with **ALANAP**

One application gives excellent control of annual weeds from 3 to 8 weeks, even after heavy rains. Alanap is non-hazardous to humans or animals.

Guard your nursery plantings with Alanap. It's Naugatuck's remarkable new selective weed killer that has proved itself nationwide.

Apply Alanap by directed spray after transplanting and annual weeds are killed as they start to sprout. Hand-weeding costs are largely eliminated!

What's more, where Alanap is sprayed, the nursery plantings in most cases are actually bigger and healthier.

Order Alanap from your local supplier today. Write, wire or phone us if unable to locate immediate source of supply.



United States Rubber

Naugatuck Chemical Division

Naugatuck, Connecticut

producers of seed protectants, fungicides, miticides, insecticides, growth retardants, herbicides: Spergon, Phygon, Aramite, Synklor, MH, Alanap, Duraset.

OBITUARY

Roscoe H. Gardner

Roscoe H. Gardner, operator of the Gardner Nurseries, Rocky Hill, Conn., died February 20 at his home at Rocky Hill. He was 76.

Born at Cromwell, Conn., he was graduated from the Connecticut Agricultural College, now the University of Connecticut, in 1899, with a pomology major. The same year, he founded the nurseries, which have grown to be one of the largest wholesale apple and evergreen nurseries in the state. He was an active member of the American Association of Nurserymen and of the Connecticut Association of Nurserymen.

Survivors include the widow; two sons, R. H. Gardner, Jr., Rocky Hill, and Marshall L. Gardner, Cromwell, and two daughters, Mrs. Charles B. Bacon, Middletown, and Mrs. Vladimir M. Steucek, Rocky Hill.

Ernest Rumsey

Ernest Rumsey, 53, formerly of Van Etten and a resident of Montour Falls, N. Y., since 1952, died February 15, in Schuyler hospital, Montour Falls. He was the owner of the Rumsey Tree Service and a member of the New York State Arborists' Association, the National Arborist Association and the National Shade Tree Conference. He was also vice-president of the Montour Falls chamber of commerce.

Surviving are the widow, Mrs. Evelyn Rumsey; a son, David, and a daughter, Mrs. Virginia Collins, both of Montour Falls; his mother, and a brother and sister.

WHITHAM HOSPITALIZED

Erwin W. Whitham, of the E. W. Whitham Sales Agency, Andover, Conn., and secretary of the New England Nurserymen's Association, was hospitalized as an emergency patient February 8, the day after the close of the association's annual convention at Boston.

After three weeks in the hospital, Mr. Whitham returned to his home, where he will be confined—except for trips to the hospital for further treatments—for a number of weeks.

RAINBOW NURSERY is the name of the nursery business being started by J. Robert Tucker at 236 Pulverlist road, Mansfield, O.

FLOWERING SHRUBS and BROAD-LEAVED EVERGREENS

Shrubs in storage for immediate shipment. All two-year, field-grown stock.

SHRUBS

Each Each
Per 10 Per 100

Althaea Arden, double blue
160 12 to 18 ins., br. \$0.20 \$0.15

Althaea anemoniflora, double pink
1810 3 to 4 ft., br.35 .30

Althaea Lady Stanley, double pink
855 2 to 4 ft., br.35 .30

Althaea paeoniflora, double pink
440 3 to 4 ft., br.35 .30

Althaea purpurea semi-plena,
double purple
300 12 to 18 ins., br.30 .15

Althaea Boule de Feu, double red
700 2 to 3 ft., br.30 .25
3150 3 to 4 ft., br.35 .30
860 4 to 5 ft., br.40 .35

Althaea Lucy, double red
385 12 to 18 ins., br.20 .15
620 2 to 3 ft., br.30 .25
5030 3 to 4 ft., br.35 .30

Althaea Rubis, single red
90 2 to 3 ft., br.30 .25

Barberry, red-leaved
510 9 to 12 ins., br.20 .15
1505 24 to 30 ins., br.40 .35
317 30 to 36 ins., br.45 .40

Buddleia farquhari, purple, 1-year
50 No. 215 .10

Buddleia Pink Charming, pink, 1-year
65 L.O.06 .05
60 No. 215 .10

Cydonia japonica rubra
554 L.O.12 .10
200 18 to 24 ins., 2 br.30 .25
120 2 to 3 ft., 2 br.35 .30
570 12 to 18 ins., br.30 .25

***Deutzia Pride of Rochester**
12 to 18 ins., br.15 .10
18 to 24 ins., br.20 .15
2 to 3 ft., br.25 .20
3 to 4 ft., br.30 .25

Deutzia rosea
700 12 to 18 ins., L.O.07 .06
992 12 to 18 ins., br.15 .10
1640 18 to 24 ins., br.30 .25
1350 2 to 3 ft., br.25 .20
445 3 to 4 ft., br.30 .25

Forsythia fortunei
600 12 to 18 ins., br.15 .10
123 18 to 24 ins., 2 br.15 .10
250 2 to 3 ft., 2 br.20 .15
680 2 to 3 ft., 3 br.22½ .17½
210 4 to 5 ft., br.35 .30

Forsythia spectabilis
250 6 to 12 ins., L.O.04 .03½
400 12 to 18 ins., L.O.05 .04
1150 12 to 18 ins., br.15 .10
100 18 to 24 ins., br.20 .15
420 18 to 24 ins., 2 br.15 .10
370 2 to 3 ft., 2 br.20 .15
2510 3 to 4 ft., br.30 .25
1040 4 to 5 ft., br.35 .30

Honeysuckle, fragrantissima
220 2 to 3 ft., 2 br.25 .20
225 12 to 18 ins., br.15 .12
90 18 to 24 ins., br.25 .20
2750 3 to 4 ft., br.35 .30

Honeysuckle, heckrotii
1830 No. 1½25 .20
2840 No. 130 .25

*Denotes count not complete.

SHRUBS

Each Each
Per 10 Per 100

Honeysuckle morrowi
125 12 to 18 ins., L.O. \$0.05 \$0.04
295 18 to 24 ins., L.O.06 .05
1050 12 to 18 ins., br.12 .10
3310 18 to 24 ins., br.17½ .12½
4450 2 to 3 ft., br.22½ .17½
1550 3 to 4 ft., br.27½ .22½

Honeysuckle zabeli
3295 2 to 3 ft., br.25 .20
10280 3 to 4 ft., br.30 .25
6660 4 to 5 ft., br.35 .30

Philadelphus coronarius
1125 12 to 18 ins., br.15 .10
50 18 to 24 ins., br.20 .15
2460 2 to 3 ft., br.25 .20
50 2 to 3 ft., 2 br.20 .15

Philadelphus grandiflorus
50 12 to 18 ins., br.15 .10
190 18 to 24 ins., br.20 .15
350 2 to 3 ft., br.25 .20

Philadelphus Virginial
50 18 to 24 ins., 2 br.25 .20
60 2 to 3 ft., 2 br.30 .25
165 12 to 18 ins., br.25 .20

Each Each
per 100 per 1000

Privet, Amur River South
3925 12 to 18 ins., br., T. \$0.05 \$0.04

Privet, California
575 18 to 24 ins., L.O.03½ .03
30 18 to 24 ins., br.07 .06
2270 2 to 3 ft., br.08½ .07½
3430 3 to 4 ft., br.09½ .08½

Privet, Amur River North
25,000 18 to 24 ins., L.O.04 .03½
250 No. 209½ .08½
15,000 3 to 4 ft., br.10½ .09½
605 4 to 5 ft., br.11½ .10½

Privet, ibolium
400 18 to 24 ins., 3 br.08 .07
9800 2 to 3 ft., br.09½ .08½
7915 3 to 4 ft., br.10½ .09½

Rosa hugonis
80 No. 220 .15
280 No. 1½30 .25
1565 No. 135 .30

Rosa Pink Grootendorst
17 No. 220 .15
120 No. 1½30 .25
1061 No. 135 .30

Rosa Harrison's Yellow
20 No. 220 .15
140 No. 1½30 .25
650 No. 135 .30

Each Each
per 10 per 100

Spiraea Anthony Waterer
160 12 to 15 ins., br. \$0.25 \$0.20
435 24 to 30 ins., br.40 .35

Spiraea japonica coccinea
30 15 to 18 ins., br.35 .30
390 18 to 24 ins., br.40 .35
40 24 to 30 ins., br.45 .40

Spiraea foetida
410 12 to 15 ins., br.25 .20
250 15 to 18 ins., br.30 .25
200 18 to 24 ins., br.35 .30
385 24 to 30 ins., br.40 .35

Spiraea nana (Dwarf Ninebark)
4820 2 to 3 ft., br.25 .20
3310 3 to 4 ft., br.30 .25

Spiraea vanhouttei
6090 18 to 24 ins., br.15 .10
5000 2 to 3 ft., br.20 .15
5085 3 to 4 ft., br.25 .20
130 4 to 5 ft., br.30 .25

Weigela floribunda, red
90 2 to 3 ft., 2 br.30 .25
150 12 to 18 ins., br.25 .20
340 18 to 24 ins., br.30 .25
290 2 to 3 ft., br.35 .30
215 3 to 4 ft., br.40 .35

Weigela Eva Rathke, red
110 6 to 12 ins., L.O.07½ .06
650 12 to 18 ins., L.O.10 .07½
475 18 to 24 ins., L.O.12 .10
670 18 to 24 ins., 3 br.25 .20
880 2 to 3 ft., 2 br.30 .25
2455 12 to 18 ins., br.25 .20
1910 18 to 24 ins., br.30 .25
1500 3 to 4 ft., br.40 .35

SHRUBS

Each Each
per 10 per 100

Weigela rosea, pink
146 12 to 18 ins., L.O. \$0.06 \$0.05
170 18 to 24 ins., 2 br.15 .12½
70 2 to 3 ft., 2 br.20 .15
500 12 to 18 ins., br.30 .15

TREES

Willow, Niobe
161 10 to 12 ft. 1.50 1.25
66 12 to 15 ft. 1.75 1.50

Lombardy Poplar, 1-year
4005 6 to 8 ft.22 .20
310 8 to 10 ft.35 .30

Willow, Babylonica
5 5 to 6 ft.75 .50
140 12 to 15 ft. 1.75 1.50

Redbud
77 6 to 8 ft.85 .75

Silver Maple
93 2 to 3 ft. \$0.25
40 3 to 4 ft.35
112 4 to 5 ft.50
49 5 to 6 ft.60

BROAD-LEAVED EVERGREENS

Abelia grandiflora, heavy
2 to 3 ft., B&B Each \$1.00
3 to 4 ft., B&B 1.25
12 to 18 ins., 2-yr., T., B.R., 40c 10 rate,
30c 100 rate.

Buxus sempervirens
12 to 15 ins., B&B 1.50
15 to 18 ins., B&B 2.00

Cherry Laurel, sheared
2 to 3 ft., B&B 1.25
3 to 4 ft., B&B 1.50
4 to 5 ft., B&B 2.00
5 to 6 ft., B&B 2.50
6 to 8 ft., B&B 3.00

Euonymus japonicus
18 to 24 ins., B&B 1.00
24 to 30 ins., B&B 1.25
30 to 36 ins., B&B 1.50

Euonymus patens
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25
24 to 30 ins., B&B 1.50

Hex cornuta femina, heavy
15 to 24 ins., B&B 1.50
24 to 30 ins., B&B 2.00

Hex howardi
15 to 24 ins., B&B 1.50
2 to 3 ft., B&B 1.75
3 to 4 ft., B&B 2.25

Ligustrum lucidum
18 to 24 ins., B&B 1.00
24 to 30 ins., B&B 1.25
30 to 36 ins., B&B 1.50

Magnolia grandiflora
2 to 3 ft., B&B 2.50
3 to 4 ft., B&B 3.00
4 to 5 ft., B&B 4.00

Magnolia soulangeana, bare-root
381 12 to 18 ins., L.O., 2-yr., T.50
705 18 to 24 ins., L.O., 2-yr., T.60

1125 12 to 18 ins., br., 2-yr., T.75
45 18 to 24 ins., br., 2-yr., T. 1.00

Magnolia soulangeana nigra, bare-root
70 12 to 18 ins., br., 2-yr., T.75
10 18 to 24 ins., br., 2-yr., T. 1.00

Nandina domestica
18 to 24 ins., B&B 1.00
24 to 30 ins., B&B 1.25
30 to 36 ins., B&B 1.50

3 to 4 ft., B&B 1.75

Photinia serrulata
18 to 24 ins., B&B 1.25
24 to 30 ins., B&B 1.50
30 to 36 ins., B&B 1.75

Pyracantha lalandi
18 to 24 ins., B&B 1.25
2 to 3 ft., B&B 1.50

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Some Problems of Design

By Charles L. Knight

Before starting any project, a landscape designer must first get all the facts and think the job through. Otherwise he may have a rose-colored picture in his mind about what he wants to do, but find it difficult to pin down the client at certain times.

First of all it is necessary to know about the particular piece of land for which a design is proposed. One is lucky if the client brings in a real estate map of the site and states briefly what he wishes to have done. There is much more to be obtained than a real estate map, and it is a mistake for the landscape man to believe he can collect all the facts in a limited time. Actually, the most important and most time-consuming operation is the collection of pertinent data.

Four Fact Groups

Facts about the job can usually be divided into four categories: (1) The facts about the site itself; (2) the facts about off-site conditions that will affect the site; (3) the political facts which will affect the site, and (4) what the client really proposes to do.

Facts about the site should include something about topography, something about the property line and what is to be used for a reference point, be it an old tree or a more reliable point.

Other conditions that should be known are the following: What type of subgrade does the site have? Is it safe to drive equipment over the property, or will considerable fill have to be taken in. Are the roads laid out, and what traffic exists? Can vehicles get on and off the site without difficulty? What are the zoning laws? Are utilities adequate to accommodate the client's proposed use? Anything that affects the site will affect the design, and it is better to know the limitations before beginning, lest one should have to start over because of some fact that should have been known earlier.

There are political forces working against and for any building or development. The only way to defeat

opposition is to win it over in the formative period of the design. The person who goes to the opposition with a finished design is likely to be turned down by any political force, but if advice is asked in the early stages, opposition can usually be persuaded to join in. Never think opposition can be ignored.

Clarify Intentions

The client is inexperienced, and when he presents his ideas he should not be expected to know all their ramifications. If he is hiring a professional man to help him with his problems, it is the specialist's job to see that the owner fully understands all phases of the work. He will appreciate such effort, and it will save time later on.

Plans can be divided into three categories. First, there is the land

use plan, the basic purpose of which is to explore the philosophy of the design with a specific area in mind and determine if that land can accommodate the design and allow for expansion. It is a poor business and a poor design that are not planned for expansion. On the land use plan, the problem is laid out in terms of areas, and the design is in terms of areas, not in detail.

The second group is the preliminary plans. This should always be plural. If alternate plans are not provided at the start, the client and the ultimate design are not well served. Every designer has a certain pattern he likes, and the first solution of the design he makes will usually follow that pattern. After this favorite solution has been completed, the designer should challenge himself and see if he can get an alter-

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Summary of a talk, "Some Problems of Design," presented by Charles L. Knight, landscape architect, Cleveland, O., on the program of landscape gardeners' day at the recent Ohio short course at Columbus, O.

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CONIFEROUS EVERGREENS

All B&B except where noted.

	Per 10	Per 100
Juniperus excelsa stricta (Spiny Greek Juniper)		
15 to 18 ins.	\$15.00	\$125.00
18 to 24 ins.	17.50	150.00
24 to 30 ins.	22.50	200.00
30 to 36 ins.	27.50	250.00
3 to 3½ ft.	32.50	300.00
4 to 5 ft., specimens	45.00	425.00

Juniperus hetzi (Hetzi Juniper)		
3 to 3½ ft.	37.50	350.00
3½ to 4 ft.	47.50	450.00
4 to 4½ ft.	62.50	600.00

Juniperus pfitzeriana (Pfitzer Juniper)		
30 to 36 ins.	27.50	250.00
3 to 3½ ft.	37.50	350.00
3½ to 4 ft.	42.50	400.00
4 to 4½ ft.	52.50	500.00

Juniperus glauca (Blue Pfitzer Juniper)		
30 to 36 ins.	30.00	275.00
3 to 3½ ft.	40.00	375.00
3½ to 4 ft.	47.50	450.00
4 to 4½ ft.	62.50	600.00

Juniperus sylvestris (Reeves Juniper)		
3 to 4 ft.	30.00	275.00
4 to 5 ft.	35.00	325.00
5 to 6 ft.	40.00	375.00
6 to 7 ft.	50.00	475.00

Juniperus communis aschfordi (Ashford Juniper)		
3 to 4 ft.	20.00	175.00
4 to 5 ft.	27.50	250.00
5 to 6 ft.	30.00	275.00
6 to 7 ft.	37.50	350.00

Juniperus hibernica fastigiata (Narrow Irish Juniper)		
30 to 36 ins.	15.00	125.00
3 to 4 ft.	20.00	175.00
4 to 5 ft.	27.50	250.00
5 to 6 ft.	37.50	350.00

Juniperus kiyonoi (Kiyonoi Juniper)		
4 to 5 ft.	22.50	200.00
5 to 6 ft.	27.50	250.00
6 to 7 ft.	37.50	350.00
7 to 8 ft.	47.50	450.00

Juniperus sabina vonehron (Von Ehron Juniper)		
24 to 30 ins.	17.50	150.00
30 to 36 ins.	22.50	200.00
3 to 4 ft.	27.50	250.00
4 to 5 ft.	42.50	400.00
5 to 6 ft.	57.50	550.00

Juniperus keteleeri (Keteleer Juniper), sheared		
4 to 5 ft.	40.00	375.00
5 to 6 ft.	50.00	475.00
6 to 8 ft.	60.00	575.00
8 to 10 ft.	75.00	700.00

Pinus strobus (Eastern White Pine)		
4 to 5 ft.	27.50	250.00
5 to 6 ft.	47.50	450.00
6 to 7 ft.	62.50	600.00

Thuja aurea nana (Berkmans Golden Arborvitae)		
15 to 18 ins.	15.00	125.00
18 to 24 ins.	20.00	175.00
24 to 30 ins.	22.50	200.00
30 to 36 ins.	27.50	250.00
3 to 3½ ft.	32.50	300.00
3½ to 4 ft.	40.00	375.00
4 to 5 ft.	50.00	475.00
5 to 6 ft.	60.00	575.00

Thuja bakeri (Baker's Arborvitae)		
30 to 36 ins.	17.50	150.00
3 to 4 ft.	22.50	200.00
4 to 5 ft.	27.50	250.00
5 to 6 ft.	32.50	300.00
6 to 7 ft.	40.00	375.00
7 to 8 ft.	60.00	575.00
8 to 9 ft.	72.50	700.00

Same sizes and prices as bakeri, above.

Thuja howardii (Howard's Blue Spire Arborvitae)		
30 to 36 ins.	20.00	175.00
3 to 4 ft.	22.50	200.00
4 to 5 ft.	27.50	250.00
5 to 6 ft.	35.00	325.00

BROAD-LEAVED EVERGREENS

All B&B except where noted.

	Per 10	Per 100
Abelia grandiflora (Glossy Abelia)		
15 to 24 ins. B.R.	\$ 5.50	\$ 50.00
24 to 30 ins. B.R.	6.50	60.00
30 to 36 ins. heavy, B&B.	12.50	100.00
3 to 4 ft., heavy, B&B.	15.00	125.00
4 to 5 ft., heavy, B&B.	17.50	150.00
Berberis mentenensis (Mentor Barberry)		
15 to 18 ins. B.R.	5.50	50.00
18 to 24 ins. B.R.	6.50	60.00
24 to 30 ins. B.R.	7.50	70.00

B&B 35c per plant additional.

Sheared Sheared
Naturals Cones Globes
Each Each Each

Buxus sempervirens
(American Boxwood)

15 to 18 ins.			\$ 3.50
18 to 21 ins.	\$ 2.50	\$ 4.00	6.00
21 to 24 ins.	3.50	5.00	8.00
24 to 28 ins.	5.00	6.00	10.00
28 to 32 ins.	6.50	7.50	12.50
32 to 36 ins.	8.00	10.00	17.50
36 to 40 ins.	10.00	12.50	20.00

We are in position to supply Boxwood in truck or car lots. Ask for special prices.

BROAD-LEAVED EVERGREENS Continued

	Per 10	Per 100
Viburnum burkwoodii (Burkwood Viburnum)		
2 to 3 ft.	\$17.50	\$150.00
3 to 4 ft.	27.50	250.00
4 to 5 ft.	32.50	300.00
5 to 6 ft.	40.00	375.00

DECIDUOUS SHRUBS

All B.R. unless otherwise noted.

	Per 10	Per 100
Acer polymorphum atropurpureum (Blood-leaved Japanese Maple)		
Selected seedlings, good color.		
24 to 30 ins. B&B.	\$25.00	\$225.00
30 to 36 ins.	30.00	275.00
3 to 3½ ft.	40.00	375.00
Ilex verticillata (Winterberry)		
3 to 4 ft.	7.50	70.00
4 to 5 ft.	10.00	90.00
5 to 6 ft.	12.50	100.00
Jasminum nudiflorum (Winter Jasmine)		
24 to 30 ins.	4.50	40.00
30 to 36 ins.	5.50	50.00
Kolkwitzia amabilis (Beauty Bush)		
3 to 4 ft.	5.50	50.00
4 to 5 ft.	6.50	60.00
5 to 6 ft.	7.50	70.00
Lagerstroemia rubra (William Toovey Watermelon-red Crape Myrtle)		
3 to 4 ft.	6.50	60.00
4 to 5 ft.	7.50	70.00
5 to 6 ft.	10.00	85.00
6 to 8 ft.	15.00	135.00

The last two grades should be handled B&B. Add 50c and 75c respectively to cover balling, if desired.

SHADE AND ORNAMENTAL TREES

All B.R. unless otherwise noted.

	Per 10	Per 100
Acer dasycarpum (Silver Maple)		
8 to 10 ft.		
1½ to 1½-in. cal., br.	\$20.00	\$175.00
8 to 10 ft.		
1½ to 2-in. cal., well-br.	22.50	200.00
10 to 12 ft.		
2 to 2½-in. cal., well-br.	27.50	250.00
12 to 14 ft.		
2½ to 3-in. cal., well-br.	37.50	350.00
Acer platanoides nigra (Crimson King Maple) (Plant Pat. No. 735)		
6 to 8 ft., br.	42.50	400.00
B&B 75c additional		
8 to 10 ft., br.	62.50	600.00
B&B \$1.00 additional		
Cercis canadensis (Eastern Redbud)		
4 to 5 ft., well-br.	6.50	60.00
5 to 6 ft., well-br.	8.50	80.00
6 to 8 ft., well-br.	12.50	100.00
8 to 10 ft., well-br.	15.00	125.00
Cercis chinensis (Chinese Redbud)		
3 to 4 ft., well-br.	10.00	100.00
4 to 5 ft., well-br.	12.50	125.00
5 to 6 ft., well-br.	15.00	150.00
Cornus florida (Flowering Dogwood)		
2 to 3 ft., B.R.	6.50	60.00
3 to 4 ft., B.R.	12.50	100.00
4 to 5 ft., B&B.	25.00	225.00
5 to 6 ft., B&B.	37.50	350.00
6 to 8 ft., B&B.	47.50	450.00
8 to 10 ft., B&B.	62.50	600.00
Cotoneaster divaricata (Spreading Cotoneaster)		
2 to 3 ft.	12.50	100.00
3 to 4 ft.	15.00	125.00
4 to 5 ft.	20.00	175.00
Euonymus patens (Spreading Euonymus)		
15 to 18 ins. B.R.	10.00	80.00
18 to 24 ins.	12.50	100.00
24 to 30 ins.	17.50	150.00
30 to 36 ins.	22.50	200.00
3 to 4 ft.	27.50	250.00

SHADE AND ORNAMENTAL TREES—Continued

Per 10 Per 100

Ilex burfordii (Burford Holly)		
3 to 4 ft.	\$40.00	400.00
4 to 5 ft.	50.00	500.00
5 to 6 ft.	60.00	600.00

Ilex cassine angustifolia (Alabama Hicoria Holly)		
4 to 5 ft.	25.00	250.00
5 to 6 ft.	30.00	300.00
6 to 7 ft.	37.50	375.00

Ilex cornuta (Chinese Holly), sheared		
3 to 4 ft.	42.50	425.00
4 to 4½ ft.	55.00	550.00
4½ to 5 ft.	72.50	725.00
5 to 6 ft.	80.00	800.00

Ilex opaca East Palatka (East Palatka Holly)		
3 to 4 ft.	30.00	\$275.00
4 to 5 ft.	40.00	375.00
5 to 6 ft.	47.50	450.00

Ilex vomitoria (Yaupon Holly), dense and compact, berry-bearing.		
2 to 3 ft.	20.00	175.00
3 to 4 ft.	27.50	250.00
4 to 5 ft.	32.50	300.00
5 to 6 ft.	50.00	475.00
6 to 7 ft.	60.00	575.00

Jasminum floridum (Florida Jasmine)		
18 to 24 ins.	10.00	85.00
24 to 30 ins.	12.50	110.00
30 to 36 ins.	15.00	135.00
3 to 3½ ft.	20.00	185.00

Jasminum primulinum (Primrose Jasmine)		
2 to 3 ft.	12.50	100.00
3 to 4 ft.	17.50	150.00
4 to 5 ft.	22.50	200.00

Ligustrum japonicum (Japanese Privet), Selected large-leaved type, grafted.		
3 to 4 ft.	15.00	125.00
4 to 5 ft.	20.00	175.00
5 to 6 ft.	25.00	225.00
6 to 7 ft.	30.00	275.00

Ligustrum lucidum compactum (Wax-leaved Privet)		
18 to 24 ins.	10.00	85.00
24 to 30 ins.	12.50	100.00
30 to 36 ins.	15.00	125.00
3 to 4 ft.	20.00	175.00
4 to 5 ft.	27.50	250.00
5 to 6 ft.	37.50	350.00

Nandina domestica (Nandina)		
15 to 18 ins. well-br.	10.00	85.00
18 to 24 ins. well-br.	12.50	100.00
24 to 30 ins. heavy	17.50	150.00
30 to 36 ins. heavy	22.50	200.00
3 to 3½ ft. heavy	27.50	250.00

Malus ioensis plena (Bechtel Double-flowering Crab Apple)		
3 to 4 ft., br.	8.50	75.00
4 to 5 ft., br.	10.00	90.00
5 to 6 ft., br.	15.00	150.00
6 to 7 ft., br.	25.00	250.00

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Platanus occidentalis (American Sycamore)		
8 to 10 ft., under 1-in. cal.	17.50	150.00
1 to 1½-in. cal.	20.00	175.00
1½ to 2-in. cal.	25.00	225.00
2 to 2½-in. cal.	30.00	275.00

Populus nigra italica (Lombardy Poplar)		
6 to 8 ft.	4.50	40.00
8 to 10 ft.	6.50	60.00
10 to 12 ft.	10.00	80.00
12 to 14 ft.	15.00	125.00

Quercus coccinea (Scarlet Oak)		
1½ to 1½-in. cal., well-br.	35.00	350.00
1½ to 2 -in. cal., well-br.	45.00	450.00
2 to 2½-in. cal., well-br.	60.00	600.00

Quercus palustris (Pin Oak)		
1½ to 1½-in. cal., well-br.	35.00	350.00
1½ to 2 -in. cal., well-br.	45.00	450.00
2 to 2½-in. cal., well-br.	60.00	600.00
2½ to 3 -in. cal., well-br.	80.00	800.00

Ulmus americana (American Elm)		
6 to 8 ft., br.	8.50	75.00
1 to 1½-in. cal., well-br.	10.00	90.00
1½ to 2 -in. cal., well-br.	15.00	150.00
2 to 2½-in. cal., well-br.	27.50	225.00
2½ to 3 -in. cal., well-br.	37.50	350.00

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nate solution at every fork in the road and work out a second complete solution. This challenging will show if the first solution is the better one.

The preliminary plan does two things; first it gives a chance to talk over problems with the client and learn if there is agreement on all points. There is no use proceeding without that agreement. Second, the preliminary plan gives a basis for a preliminary estimate. This preliminary estimate is important because most clients have big eyes and big ideas, but small pocketbooks. If the design presented is away out of proportion to the client's pocketbook, the designer has wasted his time, possibly the job and the client and maybe his reputation. So make the preliminary estimate on the preliminary plans and learn right then if the client can afford what he wants. If he cannot afford the proposal, let him be the one to cut it back, not the construction supervisor after the bid has been let.

Specifications

The construction and specifications are the third set of plans required. These are used as media for obtaining the job. Good sound, construction must be obtained, and the construction plans should make it clear what is desired. Make complete plans and specifications so that everyone will be bidding on the same thing. Also, if plans and specifications are complete, lower bids will be received, because where there is an unknown, a contractor often leaves a larger cost factor than is required. The construction plans are a legal document and they, rather than the field inspector, should tell the contractor what to do. One point which many people fail to include in the plans and specifications is a place for unit costs. Unit costs allow payment to the contractor for the work accomplished each month. It is not necessary to estimate the percentage complete, just measure the job.

Anyone who hires a professional man expects not only a sound design but beauty. In defining beauty, one must also consider function. It is not much use designing a beautiful driveway for automobiles if that drive is to be used by heavy trucks, so consider scale. There is also a financial scale to watch, and a frost scale. The emotional approach of the designer is important. If the designer does not have spirit and imagination when starting the design, then the completed product will be dull and uninteresting.

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End-o-Pest and End-o-Weed Products make your garden department complete

Stock them—Display them

Priced to give you a good profit. Promoted to give you fast turnover

The BIG line for BIG profits



End-o-Pest Rose Dust

"Best," say rose growers. Controls all pests and diseases for which cures are known today. Easiest to use, most effective. In handy refillable dust guns with refill cartridges and in 20-oz. packages.



End-o-Pest Garden Dust

Big repeat item. Used regularly to control all types of fruit and vegetable insects and diseases. Safe to use. Available in applicator guns, refill cartridges and 2-lb. canisters.



End-o-Pest Garden Spray

Contains Malathion for sure death for hard-to-kill insects that attack vegetables and ornamentals. Easy to mix. Safe. Used throughout growing season. Available in 2-oz. and 6-oz. sizes.



End-o-Pest Tree Spray

Big seller, protects home owner's favorite trees—evergreen, fruit and ornamental. Controls chewing and sucking insects and many fungus diseases. All purpose. Available in 1-lb. and 3-lb. canisters.



End-o-Weed Lawn Weed Killer

Sure death for weeds. Doesn't harm grass. Easy to use, especially with Side Spray that fits ordinary gallon jug. Available in 8-oz. and qt. cans. Special End-o-Weed for crabgrass and chickweed in 7-oz. and 22-oz. cans.



End-o-Pest ARC Ant and Lawn Insect Control

In two forms: Dust—available in 1-lb. and 4-lb. canisters, controls ants, grubs and other soil insects. Liquid form—in 6-oz. and pint bottles—controls household pests as well.

GARDENERS COUNT ON IT!

Instant Vigoro Complete Water-Soluble Plant Food is ideal for house plants, transplanting and supplemental feedings of everything that grows—lawns included. Double-acting: feeds plants thru both leaves and roots. Benefits plants in matter of hours.



Stock and display these Vigoro Plant Foods too:

Vigoro Complete Rose Food • Special Vigoro for camellias and azaleas • Vigoro plus Chlordane • Vigoro Complete Plant Food

GOLDEN VIGORO COMPLETE LAWN FOOD

See your local Vigoro Plant Food Representative or write

SWIFT & COMPANY

Plant Food Division • Chicago, Illinois

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ROSEBUSHES FOR GARDENERS WHO KNOW

24-Hour Shipping Service on Most Orders,
or Free Refrigeration until April 26.

Regular trade terms to rated firms.

Patented roses Arp-grown and sold under licenses from patent owners.

THE BEST ARP ROSES IN 5 YEARS

BARE-ROOT PRICES:

BARE-ROOT PRICES:		GROUP A			
		(Less than 10 of a kind, No. 1 only)		Each	Each
		Rates 100 up are for 10 of a kind and size.		1 to 9	100 and up
Grade No. 1	.....			\$0.70	\$0.55
Grade No. 1½	.....			..	.45
		GROUP B			
		(Less than 10 of a kind, No. 1 only)		Each	Each
		10 or multiples of 10 of a kind.		1 to 9	100 and up
Grade No. 1	.....			\$0.75	\$0.60
Grade No. 1½	.....			..	.50

PATENTED ROSE PRICES

RETAIL (Per Variety)		WHOLESALE (Per Variety)			
Each	Each	Each	Each	Each	Each
1 to 9	10 to 19	20 to 99	100 to 249	250 and up	
\$1.50	\$1.10	\$0.90	\$0.75	\$0.65	
1.75	1.20	1.00	.87 1/2	.75	
2.00	1.30	1.10	1.00	.85	
2.25	1.45	1.25	1.12 1/2	.95	
2.50	1.60	1.40	1.25	1.05	
2.75	1.75	1.50	1.37 1/2	1.20	
			1.30	1.20	

Discount No. 1 1/2 grade 20%.

PACKS OF QUALITY

A machine product
uniform, colorful
for 3-week sales display

Pooled truckloads
Literature, ad-aids.

Write, Wire or Call Today!

FOR THE GARDEN CENTER

ROSE PACKS

Beautifully protected for sales display.
Patented varieties, green-silver Ranch House
style, minimum 5 each, case of 10 or 25,
priced retail less 40%.

ALL OTHERS:

Order	Style	Grade	Case	Price
D-E	Ranch House	XXX	10	\$ 9.50
I-E	Red-Silver	No. 1	10	7.20
R-E	Royal Rose	No. 1 1/2	12	6.84
C-3	Collection 3	No. 2	12	19.20
T-W	Thrifty-3	No. 2	20	23.00
MIXED CASES, popular assortment:				
I-B	Red-Silver	No. 1	25	\$17.50
R-B	Royal Rose	No. 1 1/2	30	16.50
L-F	Patented Ranch House		25	34.20

YELLOW—Continued

\$2.50	Lemon Chiffon (Pat. 1241)
\$2.25	Lowell Thomas (Pat. 595)
B	McGredy's Yellow*
B	Mrs. P. S. du Pont
\$2.50	Pence (Pat. 591)
A	Sœur Therese
\$2.50	Sun Valley (Pat. 1135)
GRANDIFLORA	
\$2.50	Buccaneer (Pat. 1119)**
\$2.75	Montezuma (Pat. 1383)
\$2.50	Queen Elizabeth (Pat. 1259)
\$2.50	Roundelay (Pat. 1280)

FLORIBUNDA

\$1.50	Donald Prior (Pat. 377)**
A	Else Poulsen
\$2.00	Embers (Pat. 1178)
\$2.00	Fashion (Pat. 789)
B	Floradora
\$2.00	Geranium Red (Pat. 811)
A	Golden Salmon*
\$1.75	Goldlocks (Pat. 672)
A	Idéal*
A	Improved Lafayette
\$2.00	Jimmy Cricket (Pat. 1246)
\$2.00	Ma Perkins (Pat. 1143)
\$2.00	Masquerade (Pat. 975)
\$2.00	Orange Sweetheart (Pat. 1155)
\$1.50	Pigmy Red (Pat. 1319)
\$1.75	Pinochio (Pat. 484)
\$2.00	Redcap (Pat. 1292)
B	Red Ripples*
B	Rosenelfe
\$1.50	Summer Snow (Pat. 416)
\$2.00	Vogue (Pat. 926)
\$2.50	White Bouquet (Pat. 1415)

CLIMBERS

B	Blaze
B	Cl. Better Times
A	Cl. Cecile Brunner
\$2.00	Cl. Floradora (Pat. 1054)*
\$2.50	Cl. Forty-Niner (Pat. 1094)
A	Cl. Mrs. F. S. du Pont
\$2.25	Cl. Pence (Pat. 932)
B	Cl. Polsetta
A	Cl. Radiance, pink
A	Cl. Red Radiance
A	Cl. Red Tailsman
A	Cl. Tailsman*
\$2.25	Dream Girl (Pat. 643)
\$2.50	High Noon (Pat. 704)
B	Inspiration*
B	New Dawn
A	Paul's Scarlet

the north. Plants are used for unity and for separation. They strengthen weak features and soften lines that are too strong. The first thing to consider in choosing plants is the maintenance factor. This may be a crude way, but it is realistic. Consider the annual expenditure for maintenance and pick those plants with the desired habit of growth and those that are disease and insect-resistant.

Design with textures in mind, and when dealing with large-scale designs, deal in masses. Depend on natural forms; when dealing with taxus, use the upright and spreading forms over large areas. When talking large areas, think in terms of trees. Trees are the shrubs of large areas and are a good investment over a period of years, and they require less maintenance than do shrubs.

When selecting the lawn, consider whether supplemental water will be added or if the only source will be natural rainfall. The most expensive seeds are not necessarily best for dry areas.

A splash of color at one time of the year can be used to attract attention to the design and thus gain recognition for a good design that may otherwise have gone unnoticed.

PERENNIAL PROGRESS

[Continued from page 15]

mum; Crimson Giant, a vivid, crimson single, large and upright, and Mrs. Beckwith, an excellent white pyrethrum, which is, however, difficult to propagate.

Even in a well-drained soil, penstemons are difficult to grow. The speaker mentioned only the older variety, Rose Elf, a hardy plant with a wonderful, glossy leaf mound and spires of coral rose pink, which are fine for cut flowers. Rose Elf will grow about two and one-half feet tall, but it blooms in the summer when one may have fewer customers.

In mentioning heucheras, the coral bells, Mr. Cumming said that a promising note for the future is some new material coming in from England which he hopes can be interbred with some of the tough, native species such as Heuchera americana or Heuchera pubescens. Customers buying heucheras should be cautioned to set the crown about an inch lower than seems reasonable, since the plant has a tendency to heave.

Mr. Cumming next mentioned day lilies, hemerocallis, as a must for perennial gardens and said that they, like iris, can be transplanted in

RED	
\$2.25	Bravo (Pat. 983)
\$2.50	Charles Mallerin (Pat. 933)
A	Christopher Stone
\$2.50	Chrysler Imperial (Pat. 1167)
B	Crimson Glory**
B	Estelle de Hollande
A	Grenoble*
\$2.00	Happiness (Pat. 911)
\$2.25	Mirandy (Pat. 632)
\$2.25	Nocturne (Pat. 713)
A	Red Radiance*
A	Rouge Mallerin
\$1.75	Rubaiyat (Pat. 758)
WHITE	
B	Caledonia
A	Frau Karl Druschki
A	K. A. Viktoria
A	Konigin Luise
\$1.75	Rex Anderson (Pat. 335)
\$2.00	Sleigh Bells (Pat. 1004)
TWO-TONE	
A	Condesa de Santiago
\$2.25	Forty-Niner (Pat. 792)
\$2.50	Love Song (Pat. 1360)
\$1.75	McGredy's Sunset (Pat. 317)
\$2.75	Mojave (Pat. 1176)
A	Talisman
PINK	
A	Betty Upchurch
B	Briancliff
A	Dainty Bess
A	Editor McFarland
\$2.25	Enchantment (Pat. 737)
\$1.75	K. T. Marshall (Pat. 607)
\$2.50	Linda Porter (Pat. 1507)
A	Mrs. Charles Bell
B	Pietree*
\$2.50	Pink Frost (Pat. 1269)
A	Radiance, pink
\$2.25	Show Girl (Pat. 646)
\$2.00	Suzon Lotthe (Pat. 934)
\$2.00	Symphonie (Pat. 958)
A	The Doctor
\$2.50	Tiffany (Pat. 1304)
YELLOW	
\$2.00	Diamond Jubilee (Pat. 824)*
B	Eclipse
\$2.00	Fred Howard (Pat. 1006)
A	Golden Charm
	*—No. 1 only
	**—No. 1 1/2 only



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When NAUGHER'S Are Best!

PINK DOGWOOD

(Cornus florida rubra)

America's Favorite Flowering Tree

ONE-YEAR

	Each per 10	Each per 100	Each per 1000
12 to 18 ins., bare-root	\$1.00	\$0.75	\$0.65
18 to 24 ins., bare-root	1.25	1.00	.90
24 to 30 ins., bare-root	1.50	1.25	1.15
30 to 36 ins., bare-root	1.75	1.50	1.25

TWO-YEAR

	Each per 10	Each per 100	Each per 1000
2 to 3 ft., bare-root . . .	\$2.00	\$1.75	\$1.50
3 to 4 ft., bare-root . . .	2.50	2.00	1.75
4 to 5 ft., bare-root . . .	3.50	3.00	2.75
5 to 6 ft., bare-root . . .	4.50	4.00	3.75

BALLED AND BURLAPPED

	Each per 10	Each per 100	Each per 1000
2 to 3 ft., B&B	\$2.50	\$2.00	\$1.75
3 to 4 ft., B&B	3.00	2.50	2.25
4 to 5 ft., B&B	4.00	3.50	3.25
5 to 6 ft., B&B	5.00	4.50	4.25

- *Budded on Transplanted Seedlings*
- *Heavy, Fibrous Root System*
- *Sturdy Caliper*

- *Heavily Branched*
- *Properly Grown*
- *Liberally Graded*

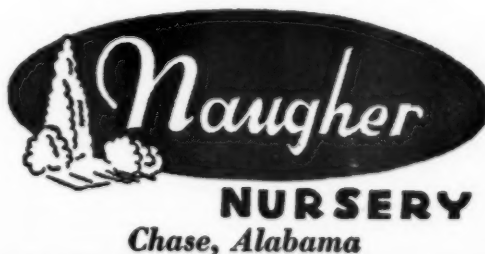
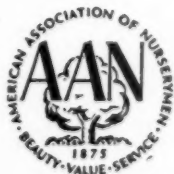
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Day or Night

How to prepare and seed a lawn without hand labor



Here is the way the proposed 2-acre lawn looked after rough grading in the fall of 1953. Obviously there was a lot of work still to be done. Thanks to the Brillion Sure-Stand Landscape Seeder, however, it was all accomplished without any hand work — a saving in hand labor of \$210.00.



One pass over the area with the Brillion Landscape Seeder crushes all lumps...sows the seed accurately and uniformly at the rate you select . . . and then "tucks each seed to bed" in the top 1/4-inch of a clod-free seed bed that cuts waste and promotes high germination, healthy growth.



Here is the finished result, the following spring — a thick, heavy, vigorous lawn. Of this job the Luckow Landscape Service, Manitowoc, Wisconsin writes: "With hand labor it would have taken five men, three days at \$1.75 an hour to seed the 2-acre plot. We seeded it with one man in less than three hours with a Brillion".

THE new Brillion 5'4" Landscape Seeder eliminates more hand labor than any other seeding method. Finishes lawns ahead of schedule and gets a sure, even catch at less cost for labor and seed. Quickly pays for itself out of the savings it makes.

Close coupled, the Brillion works close to fences, building foundations. Instant shut-off makes seeding even small home projects more practical. Seeds right up to walks and drives.

The Brillion method is scientifically proven. It sows *all* lawn seed mixtures at a controlled depth of 1/4-inch. Every seed is firmed into clod-free soil, close to moisture and nourishment for a sure catch of grass.

See for yourself what this seeder can save. Write today. Available with 3-point hitch or standard drawbar model.

Brillion
SURE-STAND
LANDSCAPE SEEDER

Makes new Seeding Principle
Available to Landscape Contractors

BRILLION IRON WORKS, INC.
Dept. 5G-26-4, Brillion, Wisconsin

Please send me prices and literature on the
Brillion Sure-Stand Landscape Seeder.

Name.....

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City.....Zone.....State.....

bloom. He praised some of the new reds and pinks, which are plentiful, and remarked that the grassy foliage and ease of transplanting increases the plant's attractiveness for customers.

Lythrums Have Many Virtues

Lythrums, or loosestrifes, are easy to handle, since they have a long period of dormancy in the spring; they grow just as well in poor soil as in rich soil; they grow equally well in shade or sun; they bloom 10 to 12 weeks in the summer, and they cut well. Mr. Cumming believes the varieties of lythrum from the Morden experiment station are the best. Among them are Morden Pink; Morden Gleam, rose-red, and Morden Rose, said to be a good near-red. The heavily advertised Robert has a desirable dwarf habit, being about 18 inches high, but, in Mr. Cumming's experience, it has not been free with bloom.

A good plant for the future may be a new monarda, or bee balm, earlier varieties of which could be grown only in shady, moist soil. Now breeders in Europe have crossed wild bergamot, *Monarda fistulosa*, which had little virtue other than its ability to live anywhere, with the old-fashioned bee balm, producing some plants which will thrive in hot sun, provided the roots do not get baked out completely. Among these, Mr. Cumming cited Mahogany, a good dark red; Croftway Pink, an English variety which is an excellent pink, and Granite Pink, a new introduction by the University of New Hampshire. This is a clear rose-pink, growing only about 18 to 20 inches tall. Customers purchasing monardas should be cautioned to divide them about every third year, to avoid their becoming spindly, and to keep them in moist, rich soil to protect the shallow roots from excess drying.

Mr. Cumming next mentioned the increasing popularity of veronicas, which are easy to handle and whose spires bloom through the dull months of summer. He has found the best varieties to be Icicle, a white that blooms all summer, and Sunny Border Blue, which is of medium height and has blooms of a dark, rich shade of blue from July to September. He also mentioned a group of new English varieties—all pink—with musical names such as Pavane and Barcarolle, among which he likes Minuet, because it grows only 15 to 18 inches tall and is an excellent shade of pink. The once popular

ILGENFRITZ QUICK-SHIP LIST

The finest California and Oregon-grown. Stored under refrigeration at 33-degree condition—perfect.

Nonpatented Roses				
	1 to 9	10 to 19	20 to 99	100 to and up
No. 1	70c	80c	95c	1.10
No. 1 1/2	70c	80c	95c	1.10
RED SHADES				
Aml Quinard				
Crimson Glory				
McGregory's Scarlet				
Poinsettia				
Red Radiance				
PINK SHADES				
Editor McFarland				
YELLOW SHADES				
Eclipse				
Golden Dawn				
Mrs. F. S. du Pont				
Scour Theres				
TWO-TONE SHADES				
Condessa de Santiago				
Edith Nellie Perkins				
President Hoover				
Talisman				
WHITE				
K. A. Viktoria				

Patented Roses				
	1 to 9	10 to 19	20 to 99	100 to and up
Retail price				
\$1.50	\$1.00	\$0.90	\$0.75	\$0.70
1.75	1.15	1.00	.87 1/2	.80
2.00	1.25	1.10	1.00	.95
2.25	1.40	1.25	1.12 1/2	1.05
2.50	1.60	1.40	1.25	1.20
2.75	1.75	1.50	1.37 1/2	1.30

Patented Floribunda Roses				
	1 to 9	10 to 19	20 to 99	100 to and up
Retail Price				
Betty Prior (Pat. No. 340), pink				\$1.25
Circus (Pat. No. 1382), multicolor				2.50
Easter Parade (Pat. No. 1200), yellow				2.00
Embers (Pat. No. 1178), red				2.00
Fashion (Pat. No. 789), pink-coral				2.00
Geranium (Pat. No. 811), red				1.75
Gladier (Pat. No. 1025), white				2.00
Goldlocks (Pat. No. 672), medium yellow				1.75
Irene of Denmark (Pat. No. 889), white				1.75
Jimmy Cricket (Pat. No. 1346), red				2.00
Ma Perkins (Pat. No. 1143), pink blend				2.00

Straight trees. Dug with the roots. Priced fairly.

Each		Each	
	10 to 99 and up		10 to 99 and up
Acer, Fraxinus Black			
200	6 to 8 ft.	\$5.50	
200	8 to 10 ft.	7.00	
Acer, Norway			
200	6 to 8 ft.	2.65	
1400	8 to 10 ft.	3.65	
1000	1 1/4 to 1 1/2-in. cal.	4.90	
450	1 1/4 to 1 1/2-in. cal.	7.00	
Acer, Schwedler			
900	6 to 8 ft.	2.90	
1500	8 to 10 ft.	3.90	
600	1 1/4 to 1 1/2-in. cal.	5.75	
100	1 1/4 to 1 1/2-in. cal.	8.00	
Acer, Silver			
700	6 to 8 ft.	1.25	
600	8 to 10 ft.	1.75	
700	1 1/4 to 1 1/2-in. cal.	2.50	
100	1 1/4 to 1 1/2-in. cal.	4.00	

SHADE TREES

Each		Each	
	10 to 99 and up		10 to 99 and up
Gleditsia, Moraine (Pat. No. 836)			
300	6 to 7 ft., br.	\$3.00	
200	7 to 8 ft., br.	4.25	
400	8 to 10 ft., br.	7.00	
Platanus (Sycamore)			
100	8 to 10 ft.	3.25	
100	1 1/4 to 1 1/2-in. cal.	4.75	
Populus nigra Italica			
300	8 to 10 ft.	.85	
200	10 to 12 ft.	1.00	
Salix blanda (Wisconsin)			
300	6 to 8 ft.	1.25	
200	8 to 10 ft.	1.50	
Salix Niohe			
150	6 to 8 ft.	1.25	
350	8 to 10 ft.	1.50	
125	1 1/4 to 2-in. cal.	3.25	
75	2 to 2 1/2-in. cal.	5.00	
Ulmus, Moline			
200	8 to 10 ft.	2.00	
150	1 1/4 to 1 1/2-in. cal.	3.25	

REAL BARGAINS IN FINE SHRUBS

Each		Each	
	10 to 99 and up		10 to 99 and up
CHAENOMELES JAPONICA (Maule)			
(Dwarf Flowering Quince)			
1 1/4 to 2 ft.	\$0.40	\$0.30	
2 to 3 ft.	.45	.40	
CORNUS AMOMUM (Silky Dogwood)			
2 to 3 ft.	.40	.35	
3 to 4 ft.	.60	.50	
4 to 5 ft.	.85	.75	
5 to 6 ft.	1.15	1.05	
COTONEASTER DIVARICATA			
1 1/4 to 2 ft. B&B.	1.85	1.60	
2 to 3 ft. B&B.	2.50	2.25	
3 to 4 ft. B&B.	3.00	2.75	
1 1/4 to 2 ft. B.R.	.95	.85	
2 to 3 ft. B.R.	1.25	1.10	
3 to 4 ft. B.R.	2.00	1.75	
COTONEASTER FOVEOLATA			
2 to 3 ft.	.55	.45	
3 to 4 ft.	.65	.55	
4 to 5 ft.	.85	.75	
EUONYMUS EUROPAEUS			
2 to 3 ft.	.45	.40	
3 to 4 ft.	.60	.50	
4 to 5 ft.	.70	.60	
LIGSTRUM REGELIANUM			
1 1/4 to 2 ft.	.35	.30	
2 to 3 ft.	.45	.40	
PHILADELPHUS CORONARIUS			
1 1/4 to 2 ft.	.35	.30	
2 to 3 ft.	.45	.40	
3 to 4 ft.	.60	.50	
PHILADELPHUS VIRGINICUS			
2 to 3 ft.	.60	.50	
3 to 4 ft.	.80	.70	
RHAMNUS FRANGULA			
2 to 3 ft.	.40	.35	
RHAMNUS SAXATILIS			
2 to 3 ft.	.40	.35	
3 to 4 ft.	.55	.45	
4 to 5 ft.	.85	.70	
SPIRAEA FROEBELI			
1 1/4 to 2 ft.	.45	.40	
2 to 3 ft.	.55	.45	
SYMPHORICARPOS ALBUS			
1 1/4 to 2 ft.	.30	.25	
2 to 3 ft.	.40	.35	
3 to 4 ft.	.60	.55	
TAMARIX AFRICANA			
3 to 4 ft.	.60	.50	
4 to 5 ft.	.85	.70	
VIBURNUM LANTANA			
2 to 3 ft.	.50	.45	
3 to 4 ft.	.70	.60	
VIBURNUM OPULUS ROSEUM (Old-Fashioned Snowball)			
2 to 3 ft.	.70	.60	
3 to 4 ft.	.90	.80	
VIBURNUM TRILOBUM (American Cranberry Bush)			
1 1/4 to 2 ft.	.45	.40	
2 to 3 ft.	.65	.55	

ORNAMENTAL TREES

Grown by experts. Properly trimmed. Well-branched.

Each		Each	
	10 to 99 and up		10 to 99 and up
Acer ginnala			
200	4 to 5 ft.	\$1.50	
150	5 to 6 ft.	2.00	
Acer tataricum			
225	4 to 5 ft.	1.50	
160	5 to 6 ft.	2.00	
Betula lacinata			
125	6 to 8 ft.	3.00	
Betula, 3-stem clumps			
150	4 to 7 ft.	5.50	
Crataegus phaeocarpa (Washington)			
100	5 to 6 ft.	5.50	
200	6 to 8 ft.	7.50	
Crataegus Paul's Scarlet			
150	6 to 8 ft.	5.00	
Laburnum vossii			
120	8 to 10 ft., B.R.	6.75	
Malus Almey			
150	4 to 5 ft., tree form	.90	
200	5 to 6 ft., tree form	1.50	
Malus Dolgo			
150	4 to 5 ft., tree form	.90	
Malus eleyi			
110	3 to 4 ft., shrub form	.65	
150	4 to 5 ft., shrub form	1.00	
100	5 to 6 ft., shrub form	1.50	
200	4 to 5 ft., tree form	.90	
225	5 to 6 ft., tree form	1.50	
250	6 to 8 ft., tree form	2.25	
225	8 to 10 ft., tree form	4.50	
Malus floribunda			
125	2 to 3 ft., shrub form	.50	
100	3 to 4 ft., shrub form	.65	
Malus gloriosa			
130	2 to 3 ft., shrub form	.50	
130	3 to 4 ft., shrub form	.65	
100	4 to 5 ft., shrub form	1.00	
Malus Hopsa			
130	2 to 3 ft., shrub form	.50	
140	3 to 4 ft., shrub form	.65	
100	4 to 5 ft., tree form	2.25	
125	8 to 10 ft., tree form	4.50	
Malus niedzwetzkyana			
90	2 to 3 ft., shrub form	.50	
100	3 to 4 ft., shrub form	.65	
130	4 to 5 ft., shrub form	1.00	
200	5 to 6 ft., tree form	1.50	
150	6 to 8 ft., tree form	2.25	
Malus spectabilis			
150	2 to 3 ft., shrub form	.50	
130	3 to 4 ft., shrub form	.65	
80	6 to 8 ft., tree form	2.25	
Prunus elstena			
100	3 to 4 ft., shrub form	1.25	
110	4 to 5 ft., shrub form	1.50	
Prunus Newport			
300	5 to 6 ft.	1.45	
240	6 to 8 ft.	2.00	
Prunus Thundercloud			
125	5 to 6 ft.	1.45	
Prunus triloba			
80	2 to 3 ft.	.75	
Prunus Kwanzan			
100	3 to 4 ft.	1.75	
150	4 to 5 ft.	2.50	
Prunus Shiro-Fugen			
100	4 to 5 ft.	2.50	
Prunus (Red-flowering Peach)			
100	3 to 4 ft.	.75	
70	4 to 5 ft.	1.00	
100	5 to 6 ft.	1.25	
Sorbus aucuparia			
60	8 to 10 ft.	3.50	

PEACHES

Monroe-grown. Carefully graded. Roots included.

Each		Each	
	10 to 99 and up		10 to 99 and up
1 1/4-in. cal. and up			
11/16 to 3/4-in. cal.	.55		
9/16 to 11/16-in. cal.	.45		
7/16 to 9/16-in. cal.	.35		
5/16 to 7/16-in. cal.	.20		
Champion			
300	11/16-in. cal.	250	3/4-in. cal.
350	9/16-in. cal.	1100	11/16-in. cal.
250	7/16-in. cal.	1300	9/16-in. cal.
		1000	7/16-in. cal.
		900	5/16-in. cal.
Elberta			
100	3/4-in. cal.	350	9/16-in. cal.
1200	11/16-in. cal.	400	7/16-in. cal.
1800	7/16-in. cal.	250	5/16-in. cal.
1200	5/16-in. cal.		
Fairhaven			
250	3/4-in. cal.	200	11/16-in. cal.
450	11/16-in. cal.	300	9/16-in. cal.
		300	7/16-in. cal.
Golden Jubilee			
140	3/4-in. cal.	100	11/16-in. cal.
350	11/16-in. cal.	200	9/16-in. cal.
125	9/16-in. cal.	250	7/16-in. cal.
100	7/16-in. cal.		
Halhaven			
300	3/4-in. cal.	400	7/16-in. cal.
1200	11/16-in. cal.	230	5/16-in. cal.
1500	9/16-in. cal.		
1500	7/16-in. cal.		
2400	5/16-in. cal.		
Southhaven			
250	3/4-in. cal.	400	7/16-in. cal.
250	9/16-in. cal.		
Welcome Hale			
200	11/16-in. cal.		
250	9/16-in. cal.		
300	7/16-in. cal.		

20 MILLION TREES A YEAR!

Bundle of 15 Musser seedlings, at right, compared with bundle of 15 ordinary seedlings.

MUSSER TREES GROW BEST—

because—GOOD HEREDITY and CAREFUL SELECTION of SEED—SCIENTIFIC CULTURE IN THE NURSERY assure HEAVY ROOTS and STURDY TOPS. Our TREMENDOUS VOLUME enables us to offer MORE FOR YOUR MONEY.

As much difference in seed as in common and purebred cattle.

SEEDLINGS AND TRANSPLANTS AT LOW, QUANTITY PRICE

● SPECIAL STRAIN SCOTCH PINE

Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color.

2-yr., S., 4 to 8 ins. \$ 7.00 \$ 35.00
4-yr., T., 6 to 12 ins. 20.00 100.00

● MUGHO PINE

4-yr., S., 6 to 10 ins. 10.00 50.00
5-yr., T., 6 to 12 ins. 25.00 125.00

● AUSTRIAN PINE

3-yr., S., 8 to 14 ins. 8.00 40.00

● BLACK HILLS SPRUCE

3-yr., S., 4 to 8 ins. 7.00 35.00
4-yr., S., 6 to 10 ins. 10.00 50.00
4-yr., T., 5 to 10 ins. 17.00 85.00

● NORWAY SPRUCE—Fast-growing

Special strain of our own collection.
2-yr., S., 5 to 10 ins. 7.00 35.00
3-yr., S., 8 to 14 ins. 10.00 50.00
5-yr., T., 12 to 18 ins. 30.00
Excellent understock.

● WHITE SPRUCE

3-yr., S., 8 to 12 ins. 8.00 40.00

● COLORADO BLUE SPRUCE

3-yr., S., 5 to 10 ins. 10.00 50.00
5-yr., T., 8 to 12 ins. 35.00 175.00

● DOUGLAS FIR

3-yr., S., 6 to 8 ins. 10.00 45.00

● AMERICAN ARBORVITAE

3-yr., S., 6 to 10 ins. 8.00 40.00

● CANADIAN HEMLOCK

3-yr., S., 8 to 14 ins. 17.00 85.00

● RED BARBERRY

2-yr., S., 8 to 14 ins. 11.00 55.00
3-yr., S., 12 to 18 ins. 15.00 75.00

● CONCOLOR FIR

2-yr., S., 3 to 6 ins. 10.00 50.00

● JAPANESE YEW

Taxus cuspidata capitata—upright pyramidal
2-yr., S., 3 to 6 ins. \$20.00 \$175.00

Taxus cuspidata—spreading
1-yr., T., 5 to 6 ins. 20.00 150.00
2-yr., T., 8 to 12 ins. 40.00 350.00

Taxus hicksii—upright

1-yr., T., 5 to 6 ins. 25.00 175.00
2-yr., T., 6 to 10 ins. 40.00

Taxus Moon's columnaris

1-yr., T., 4 to 6 ins. 25.00 175.00

Taxus brownii

1-yr., T., 4 to 6 ins. 25.00 175.00
2-yr., T., 6 to 10 ins. 40.00 350.00

Taxus hatfieldii—upright

1-yr., T., 4 to 6 ins. 25.00 175.00

Taxus intermedia—spreading

1-yr., T., 4 to 6 ins. 25.00 175.00

2-yr., T., 6 to 8 ins. 40.00 350.00

● JUNIPER HETZI GLAUCA

1-yr., T., 5 to 7 ins. 25.00 200.00

● GLOBE ARBORVITAE

Woodwardii

1-yr., T., 4 to 6 ins. 30.00 250.00

Hovey's

1-yr., T., 4 to 6 ins. 30.00 250.00

● PYRAMIDAL ARBORVITAE—Compacts

1-yr., T., 5 to 7 ins. 25.00 200.00

● JAPANESE HOLLY

Ilex rotundifolia

1-yr., T., 5 to 6 ins. 20.00 175.00

2-yr., T., 6 to 8 ins. 30.00 250.00

Ilex convexa

1-yr., T., 4 to 6 ins. 20.00 175.00

● WHITE DOGWOOD

Seedlgs., 12 to 18 ins. 10.00 50.00

Seedlgs., 18 to 24 ins. 13.00 65.00

Veronica subsessilis seems to be scarce of late, perhaps because it does not survive wet winters.

For a hot, dry soil the speaker recommended platycodons, balloon flowers, since they have a long season of dormancy and will last well in pots for early summer customers. Some of the newer doubles or a single shell-pink might prove worth while. There is also a new dwarf called New Alpine, which grows to about 18 inches and has the virtue of coming true from seeds, which is unusual among the better balloon flowers.

Mr. Cumming briefly mentioned some of the work, still in the experimental stage, that he is trying to accomplish by interbreeding *Phlox divaricata* and *P. subulata* with some of the summer-blooming types. Among the summer phloxes are many excellent varieties, especially a new variety called Fanal, the clearest red to date. A beautiful new scarlet for this year is named Thunderbolt, and among the loveliest of the soft pinks is Dresden China. Lilac Time has a white eye to highlight its lilac petals. Mr. Cumming noted that phloxes thrive on a richer diet than most people give them and should not be planted in too dry a place. Another experimental possibility mentioned by the speaker was the development of a summer phlox that would have disease-free foliage.

Last year a new gypsophila appeared, called Perfecta, bearing florets, early in the summer, larger than those of Bristol Fairy. It may not suit the florist as well as Bristol Fairy for dainty make-up, but it seems to have the other good points of the Bristol Fairy and may prove worth while.

Hostas for Shade

For customers who want a perennial for the shady, north side of a house, hostas, sometimes called funkias, can be recommended. Hostas are particularly valuable for their huge leaves, and there are one or two of them which have pleasing spike-formed flowers in midsummer. *Hosta plantaginea* with its fragrant, funnel-shaped blooms in late August or early September is recommended, although it should not be planted in too wet a location. Honeybells has good foliage and fragrance, with a lilac-tinted flower for variety. *Hosta glauca*, which is perfectly hardy, should be sold just for its beautiful foliage, which eventually makes a clump about two feet wide.

Another plant which should be

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Lengthen your
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perennial
pots



RATED
ACCOUNTS
2%
10 DAYS
NET
30 DAYS

Bird Perennial Pots					
Height	Price Per M	Quantity Per Case	Weight Per Case	Top Diameter	Bottom Diameter
5"	\$65.00	200	65	8"	7"
5½"	39.50	200	33	5"	4"
6½"	56.50	200	44	6"	4½"
9½"	69.00	200	71	7"	5½"

CASH WITH ORDER,
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PRICES — Bird Vita-Bands

Vita-Band "10"	1½ x 1½ x 2½	1½ x 1½ x 2½	2 x 2 x 2½	2 x 2 x 3	2½ x 2½ x 3	3 x 3 x 3	4 x 4 x 3	4 x 4 x 4
Price Per M	\$3.90	\$4.20	\$4.80	\$5.33	\$6.00	\$6.90	\$9.00	\$11.25
Quantity Per Case	2,000	2,000	2,000	2,000	2,000	1,000	1,000	500
Weight Per Case	33	38	42	51	63	37	50	33
Vita-Band "6"								
Price Per M		5.60	5.95	7.10	7.65	8.50	10.45	12.90
Quantity Per Case		1,000	1,000	1,000	1,000	1,000	500	500
Weight Per Case		26	30	36	44	52	35	46

VITA-M POTS Ideal for growing



You save labor costs because Bird Vita-M Pots are so light to handle. Imagine — you can easily lift two thousand Vita-M Pots! Microscopic pores in the Vita-M Pots allow constant moisture level, reduce watering frequency, reduce dry back and yet control water-logging.

Bird Vita-M Pots

Size	Price Per M	Quantity Per Case	Weight Per Case
2¼"	\$10.75	1,000	16
2½"	12.50	1,000	19
3"	17.50	1,000	27
3½"	20.50	1,000	37
4"	24.00	500	25



A new molded pulp seedling tray. Extremely resistant to deterioration. 6½ x 8 x 2½ inches deep.

Case of 200 (28 lbs.), \$11.60.

BIRD VITA-GREEN

pots disintegrate
BUT —
your profits multiply



Contained for 14 weeks in its Bird Vita-Green Pot, this healthy plant is now ready for transplanting. But there'll be no transplant shock — because you plant the entire pot! The pot then disintegrates, allowing complete root penetration. "Vita" nutrient feeds plant to stimulate luxurious growth.

Bird Vita-Green Pots are ideal for annuals, vegetables and specialties. You can space out prime plants easily — allow room for heavy top growth. Transplanting is simplified because there's no rootball to remove, no empty pots to cart away. Attractive shape and green color make Bird Vita-Green Pots ideal for re-sale.

PRICES

Size	Price Per M	Weight Per Case	Quantity Per Case
2¼"	\$ 7.10	17	2,000
2½"	\$ 8.60	22	2,000
3"	\$12.40	31	2,000
3½"	\$14.30	20	1,000
4"	\$16.75	31	1,000



TOM THUMB FLATS

bring you
premium
prices

RED POTS

reduce shipping costs
keep rootballs healthy

	Red Pots	Vita-Pots
2 -in. ctn. of 1000	\$ 8.60	\$14.60
2½-in. ctn. of 1000	8.60	14.95
3-in. ctn. of 1000	8.70	15.50
3½-in. ctn. of 1000	9.15	17.50
4 -in. ctn. of 500	12.20	22.70
5 -in. ctn. of 500	7.35	12.85
6 -in. ctn. of 500	9.10	16.70
	11.15	22.05



Plants grown in Vita-Bands can be easily grown into Tom Thumb Flats and sold at premium prices. No. 1, \$88 per thousand with twelve 1½ x 1½ x 2½ Vita-Band 10, \$44.70 per thousand for flats only. No. 2, \$97 per thousand with twelve 2 x 3 x 2½ Vita-Band 10, \$49.60 per thousand for flats only.

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SHADE TREES

Power-Dug—Ready to Ship

30 at the 100 rate

	Per 10	Per 100
ASH, GREEN		
150 3 to 4 ft.	\$ 4.50	\$ 40.00
120 4 to 5 ft.	8.00	75.00
120 5 to 6 ft.	11.00	100.00
150 6 to 8 ft.	16.50	150.00
70 8 to 10 ft.	25.00	200.00

ELM, AMERICAN		
100 4 to 5 ft.	6.50	60.00
100 5 to 6 ft.	8.00	75.00
100 6 to 8 ft.	12.00	110.00
100 8 to 10 ft.	18.00	165.00

ELM, CHINESE		
200 4 to 5 ft.	4.00	35.00
200 5 to 6 ft.	7.00	65.00
40 6 to 8 ft.	11.00	100.00
40 8 to 10 ft.	15.50	135.00
30 10 to 12 ft.	22.00	200.00

HACKBERRY		
50 6 to 8 ft.	22.00	200.00
50 8 to 10 ft.	38.50	350.00
30 10 to 12 ft.	50.00	450.00

GOLDEN-RAIN TREE (Koeleruteria paniculata)		
40 4 to 5 ft.	15.00	125.00
30 5 to 6 ft.	20.00	185.00

LOCUST, BLACK		
60 3 to 4 ft.	4.50	40.00
80 4 to 5 ft.	6.50	60.00
100 5 to 6 ft.	8.00	75.00

MAPLE SILVER (Acer saccharinum), soft		
100 6 to 8 ft.	15.50	140.00
80 8 to 10 ft.	22.00	200.00

POPLAR, LOMBARDY		
100 5 to 6 ft.	3.80	33.00
100 6 to 8 ft.	5.50	50.00

POPLAR, SILVER		
10 4 to 5 ft.	5.50	....
10 6 to 8 ft.	14.00	....
30 8 to 10 ft.	19.00	175.00

RUSSIAN OLIVE , tree form		
100 1½ to 2 ft.	4.00	35.00
160 2 to 3 ft.	5.00	45.00
200 3 to 4 ft.	6.00	55.00
250 4 to 5 ft.	9.00	85.00

SYCAMORE		
40 5 to 6 ft.	11.00	100.00
40 6 to 8 ft.	19.00	175.00

SHRUBS

30 at the 100 rate

	Per 10	Per 100
60 Althaea anemoneiflora , 2 to 3 ft.	\$5.00	\$45.00

40 Althaea Ardens , 18 to 24 ins.	4.00	35.00
30 Aith. Ardens , 2 to 3 ft.	5.00	45.00

40 Beauty Bush , 12 to 18 ins.	3.50	30.00
30 Beauty Bush , 18 to 24 ins.	5.50	50.00

50 Cotoneaster neutifolia , 2 to 3 ft.	5.50	50.00
300 Foraythia Spring Glory , 2 to 3 ft.	5.50	50.00

220 Foraythia Spring Glory , 3 to 4 ft.	6.75	65.00
100 Foraythia spectabilis , 2 to 3 ft.	5.50	50.00

50 Common Lilac , 12 to 18 ins.	3.00	25.00
80 Common Lilac , 2 to 3 ft.	5.50	50.00

500 Rhus canadensis , 12 to 18 ins.	3.50	30.00
600 Rhus canadensis , 18 to 24 ins.	4.50	40.00

120 Prunus tomentosa , 12 to 18 ins.	4.00	35.00
100 Prunus tomentosa , 18 to 24 ins.	6.50	60.00

700 Spiraea vanhouttei , 12 to 18 ins.	2.60	22.00
100 Spiraea vanhouttei , 18 to 24 ins.	3.50	32.00

100 Tamarix hispida , 2 to 3 ft.	4.50	40.00
50 Tamarix hispida , 3 to 4 ft.	5.50	50.00

500 Tamarix hispida , 3 to 4 ft.	6.00	55.00
190 Vitex macrophylla No. 1	6.50	50.00

TREE AND SHRUB SEEDLINGS—LINERS

500 at the 1000 rate

	Per 100	Per 1000
ASH, GREEN		
4000 9 to 12 ins.	\$1.40	\$12.00
2000 12 to 18 ins.	2.40	20.00
1000 18 to 24 ins.	2.90	25.00

TREE AND SHRUB SEEDLINGS—LINERS—Continued

500 at the 1000 rate

CATALPA SPECIOSA	Per 100	Per 1000
3000 9 to 12 ins.	\$ 1.40	\$ 12.00
3000 12 to 18 ins.	2.40	20.00
2000 18 to 24 ins.	2.90	25.00

COLUTEA ARBORESCENS (Bladder Senna)		
1000 12 to 18 ins.	3.50	30.00
2000 18 to 24 ins.	4.50	40.00
2000 2 to 3 ft.	6.00	55.00
1000 3 to 4 ft.	8.00	75.00

CHINESE PAGODA TREE (Sophora Japonica)		
2000 6 to 9 ins.	6.00	50.00
2000 9 to 12 ins.	10.00	90.00
5000 12 to 18 ins.	14.00	125.00
2000 18 to 24 ins.	15.00	140.00

ELM, CHINESE (Ulmus pumila), smooth, vigorous, 1-yr., S.		
20000 9 to 12 ins.	1.40	12.00
50000 12 to 18 ins.	2.40	20.00
15000 18 to 24 ins.	2.90	25.00
5000 2 to 3 ft.	4.50	40.00

GOLDEN-RAIN TREE (Koeleruteria paniculata)		
500 10 to 15 ins.	14.00	125.00

HACKBERRY		
2000 9 to 12 ins.	2.50	20.00
4000 12 to 18 ins.	2.90	25.00
5000 18 to 24 ins.	4.50	40.00
5000 2 to 3 ft.	7.50	65.00
500 3 to 4 ft.	10.00	....

HONEY LOCUST, THORNLESS		
35000 9 to 12 ins.	1.70	14.00
20000 12 to 18 ins.	2.30	20.00

HONEYSUCKLE, TATARIAN		
2000 9 to 12 ins.	5.60	50.00
1000 12 to 18 ins.	7.00	65.00

LOCUST, BLACK		
8000 9 to 12 ins.	1.40	12.00
10000 12 to 18 ins.	2.40	20.00
6000 18 to 24 ins.	2.90	25.00
2000 2 to 3 ft.	4.00	35.00
1000 3 to 4 ft.	5.50	50.00

MAPLE, SOFT (Silver)		
5000 6 to 9 ins.	1.25	10.00
7000 9 to 12 ins.	1.80	15.00
4000 12 to 18 ins.	2.90	25.00
2000 18 to 24 ins.	4.50	40.00
900 2 to 3 ft.	6.50	60.00

MULTIFLORA ROSE , thorny		
5000 6 to 12 ins.	2.25	18.00
10000 5/32 to ¼-in. cal. (12 to 18 ins.)	3.00	24.00
5000 ¼ to 5/16-in. cal. (18 to 24 ins.)	4.00	36.00
1000 2 to 3 ft. (3 to 4 canes)	6.00	50.00

MULBERRY, RUSSIAN		
5000 9 to 12 ins.	1.40	12.00
3000 12 to 18 ins.	2.40	20.00
1000 18 to 24 ins.	2.90	25.00

OAK, BUR		
400 6 to 9 ins.	6.00	....

OSAGE ORANGE		
4000 9 to 12 ins.	1.40	12.00
1000 12 to 18 ins.	2.90	25.00

REDBUD (Cercis canadensis), from northern seed		
4000 6 to 9 ins.	\$ 4.00	\$35.00
3000 9 to 12 ins.	5.60	50.00
3000 12 to 18 ins.	7.50	65.00
3000 18 to 24 ins.	10.00	90.00
4000 2 to 3 ft.	14.00	120.00
200 3 to 4 ft.	25.00	....

RHUS CANADENSIS (aromatica) (Fragrant Sumac)		
4000 6 to 9 ins.	3.50	30.00
4000 9 to 12 ins.	4.50	40.00
4250 12 to 18 ins.	5.50	50.00
5700 18 to 24 ins.	7.00	65.00
2950 2 to 3 ft.	9.00	80.00

TAMARIX , hedging, from cuttings grown 1 yr. in field, especially for shelterbelts and hedges. Cut back to about 12 ins.		
15000 AFRICANA	5.50	50.00

VITEX MACROPHYLLA		
250 9 to 12 ins.	5.00	....
525 12 to 18 ins.	7.50	65.00
590 18 to 24 ins.	8.00	75.00

WALNUT, BLACK		
1000 9 to 12 ins.	2.50	20.00
1000 12 to 18 ins.	3.50	30.00

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SALINA, KAN.

sold for its beautiful foliage, but for a radically different situation, is a new artemisia, called Silver Mound. This will grow only eight or 10 inches high; it will make a clump about 12 to 15 inches wide, and all season the fern-like foliage sparkles with silver. Mr. Cumming advocated the plant for a hot, dry spot in the rock garden, or in the border proper as a change of pace. In the midwest he reports it to be one of the best selling plants of any description.

Eight or 10 new varieties of aster appear every year. One called Eventide, a rich, dark, violet-blue, is a favorite with Mr. Cumming's customers. A white called Clarity is also appealing. Winston Churchill is one of the favorite reds.

Among dwarf asters, which grow only 12 to 15 inches tall, Mr. Cumming advised the nurserymen to be on the watch for a group coming from Prof. LeRoy Breithaupt, of Oregon State University, Corvallis. They have names such as White Fairy and Pink Bouquet and may be good for fall sales. On the subject of aster culture, he warned the nurserymen to watch for mildew, which usually appears in early September, and advised them to keep the plants as dwarf as possible by cutting them back half way about mid-July. This will result in a considerably more compact plant and more flowers. Asters should be divided each spring.

The last plants mentioned were the chrysanthemums. One difficulty in selling these plants is that fall—when they are in bloom and demand for them is high—is not the best season for planting them. Mr. Cumming does not think that nurserymen should advise chrysanthemum planting in the fall, but should have compact, potted plants available when customers demand them. This customer emphasis on fall sales has influenced chrysanthemum culture, in that breeders realize that a compact or tidily erect plant can be dug better and will survive better; also, a field plant with a fair number of roots and runners will hold a better ball of soil and have a better chance to survive the winter. Therefore, the grower will try to produce this type of plant, which also will be beneficial for potted plants sold in the spring.

Chrysanthemums named included King's Ransom, a beautiful, golden pillar; Old Lavender, an erect, heavy bloomer; Coppersmith, compact, with bronze flowers up to three and one half inches across, and Lipstick,

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One man operating a York Rake can do more in a few hours than a crew of men using old-fashioned hand methods can accomplish in a whole day! The York Rake is practically the only tool you need to do every job from rough grading to final raking. It's sturdy, it's efficient, it's easy to operate, and it soon pays for itself in time and labor savings. Model RE for tractors with 3-point hitch. Other models for lighter tractors.



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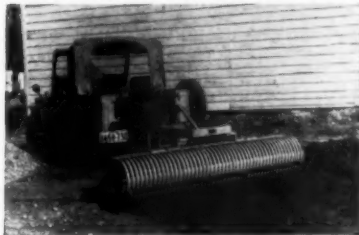
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UNADILLA, NEW YORK

FIELD-GROWN LINING-OUT STOCK

Transplanted stock grown in open field beds.

	Each Per 100	Each Per 1000
Azalea mollis (Chinese Azalea)		
6 to 8 ins., 2-yr., T.....	\$0.22	\$0.18
8 to 10 ins., 2-yr., T.....	.35	.30
10 to 12 ins., 3-yr., T.....	.65	.60
Azalea mucronulatum		
1-yr. bed, T.....	.25	.22
4 to 8 ins., 2-yr., T.....	.35	.32
Azalea, Ghent (pontica), pastel shades		
6 to 8 ins., 3-yr., T.....	.25	.20
8 to 12 ins., 3-yr., T.....	.45	.40
Azalea schlippenbachii , bright pink		
2-yr., field bed, T.....	.25	.25
3-yr., field bed, T.....	.35	.32
Biota orientalis aurea		
10 to 15 ins., 3-yr., T.....	.45	.40
Buxus sempervirens welleri (Weller's Hardy Boxwood)		
6 to 8 ins., 2-yr., T.....	.35	.32
8 to 10 ins., 3-yr., T.....	.45	.40
Chamaecyparis filifera aurea		
6 to 8 ins., 2-yr., T.....	.35	.30
8 to 10 ins., 3-yr., T.....	.45	.40
Chamaecyparis lawsoniana alumi		
8 to 10 ins., 2-yr., T.....	.35	.30
10 to 15 ins., 3-yr., T.....	.45	.40
Chamaecyparis plumosa aurea		
6 to 8 ins., 2-yr., T.....	.35	.30
8 to 10 ins., 3-yr., T.....	.40	.35
10 to 15 ins., 3-yr., T.....	.50	.45
Chamaecyparis squarrosa		
6 to 8 ins., 1-yr., T.....	.30	.28
8 to 12 ins., 3-yr., T.....	.35	.30
Euonymus fortunei carrierei		
12 to 15 ins., 3-yr., T.....	.35	.30
Euonymus fortunei coloratus Procumbent, broad-leaved creeper.		
6 to 10 ins., 2-yr., T.....	.25	.20
12 to 15 ins., 3-yr., T.....	.35	.30
Euonymus fortunei erectus (Big-leaved Winter Creeper)		
10 to 12 ins., 2-yr., T.....	.25	.20
12 to 15 ins., 3-yr., T.....	.35	.30
Euonymus radicans coloratus Small-leaved, procumbent creeper.		
10 to 15 ins., 2-yr., T.....	.25	.20
12 to 15 ins., 3-yr., T.....	.35	.30
Euonymus radicans vegetus		
8 to 12 ins., 2-yr., T.....	.30	.25
Hex crenata (Japanese Holly), pyramidal		
6 to 8 ins., 1-yr., T.....	.25	.20
8 to 10 ins., 2-yr., T.....	.35	.30
10 to 12 ins., 3-yr., T.....	.45	.40
Hex crenata convexa (Bullata)		
6 to 8 ins., 1-yr., T.....	.25	.22
8 to 10 ins., 2-yr., T.....	.35	.30
10 to 12 ins., 3-yr., T.....	.45	.40
12 to 15 ins., 3-yr., T.....	.65	.55
Hex crenata helleri		
6 to 8 ins., 2-yr., T.....	.35	.30
8 to 10 ins., 3-yr., T.....	.45	.40

Hex crenata hetzi An improved convexa (Bullata) type.	
8 to 10 ins., 2-yr., T.....	\$0.40 \$0.38
10 to 15 ins., 3-yr., T.....	.55 .50

Hex rotundifolia (Round-leaved Japanese Holly)	
6 to 8 ins., 1-yr., T.....	.25 .22
8 to 10 ins., 2-yr., T.....	.35 .30
10 to 12 ins., 3-yr., T.....	.45 .40
12 to 15 ins., 3-yr., T.....	.70 .60

TERMS: Free packing for cash with order, otherwise 1/2 deposit with order and balance C.O.D. Packing at cost. All shipments by railway express.

PALLACK BROS. NURSERIES, INC.

Phone: Zellenople 789 (or 644 evenings)

(We are not open Sundays)

(31 mi. north of Pittsburgh, Pa., on Rt. 19)
R. D. 1, HARMONY, PA.

a bright strawberry red of the cushion type. Mr. Cumming cautioned that a hot sun may fade any of the red-flowered plants after a few days; so sales lot operators should try to sell them as rapidly as possible.

TEXAS FIRM'S RESEARCH

Fruit trees, berries and shade trees particularly adapted to west Texas conditions are the products of an experimental program begun 30 years ago by the Wolfe Nurseries, Stephenville, Tex.

Among special strains developed by Ross Wolfe and introduced by the

nursery are the Texaberta peach, the Melba peach, Wolfe's Everbearing fig, the Garner pecan, Wolfe's Allred plum and the rossberry, a low bush adaptable to trellis culture, with fruit similar to the blackberry but larger and with fewer seeds.

Shade trees that experimental growing has shown particularly suited to Texas conditions, the fast-growing fruit mulberry and the cottonless cottonwood, have been successfully promoted by the Wolfe firm. Current research at the 1,000-acre nursery aims at development of improved strains of nectarine, pecan and grape.

SEEDLINGS

Christmas Tree Plantation

	Per 100	Per 1000	at 10,000 rate
Blue Spruce (<i>Picea pungens</i>)			
4 to 8 ins., 2-yr., S.....	\$10.00	\$40.00	....
3 to 4 ins., 2-yr., S.....	8.00	30.00	\$25.00
2 to 3 ins., 2-yr., S.....	6.00	25.00	20.00

Cancelor Fir			
2 to 5 ins., 2-yr., S.....	12.00	\$0.00	....

Norway Spruce			
5 to 8 ins., 2-yr., S.....	8.00	28.00	25.00
4 to 6 ins., 2-yr., S.....	4.00	22.00	20.00
2 to 4 ins., 2-yr., S.....	5.00	18.00	15.00

Scotch Pine			
6 to 12 ins., 8.00	30.00	....
4 to 8 ins., 6.00	25.00	....
2 to 4 ins., 2-yr., S.....	5.00	20.00	18.00

Austrian Pine			
3 to 6 ins., 2-yr., S.....	8.00	25.00	20.00
2 to 3 ins., 2-yr., S.....	6.00	20.00	18.00

(Once transplanted—see elsewhere on this list.)

100 at 100 rate; 1000 at 1000 rate;

5000 and up at 10,000 rate.

	Each Per 100	Each Per 1000
Juniper, Andorra (Purple Andorra)		
8 to 10 ins., 3-yr., T.....	\$0.45	\$0.40
10 to 15 ins., 3-yr., T.....	.50	.45

Juniperus canadensis aurea		
4 to 6 ins., 1-yr., T.....	.25	..
6 to 8 ins., 2-yr., T.....	.35	..
8 to 10 ins., 3-yr., T.....	.45	..

Juniperus glauca hetzi (Hetz Juniper)		
10 to 12 ins., 3-yr., T.....	.45	.38
12 to 15 ins., 3-yr., T.....	.55	.45
15 to 18 ins., 3-yr., T.....	.70	..

Juniperus communis hibernica <i>fastigiata</i> (Compact Irish Juniper)		
12 to 15 ins., 3-yr., T.....	.45	.40
15 to 18 ins., 3-yr., T.....	.55	.50

Juniperus pfitzeriana compacta (Nelson's variety). Gray-blue Pfitzer. Shears compactly.		
6 to 8 ins., 1-yr., T.....	\$0.35	\$0.30
8 to 10 ins., 2-yr., T.....	.45	..
10 to 15 ins., 3-yr., T.....	.65	..

Juniperus pfitzeriana, regular		
8 to 10 ins., 2-yr., T.....	.45	..
10 to 15 ins., 3-yr., T.....	.55	..

Juniperus stricta		
4 to 8 ins., 1-yr., T.....	.35	.32
8 to 12 ins., 3-yr., T.....	.45	.42

Lining-out Stock. 25 at the 100 Rate. 300 at the 1000 Rate.

Write for our complete price list.

	Each Per 100	Each Per 1000
Koeleruteria paniculata (Golden Rain Tree)		
1-yr., S., field	\$0.12	\$0.08

Leucothoe catesbaei (Drooping Leucothoe)		
4 to 6 ins., 20	.18	
6 to 8 ins., 2-yr., T.....	.25	.20

Picea excelsa (Norway Spruce)		
4 to 6 ins., 3-yr., T.....	.12	.10
6 to 8 ins., 3-yr., T.....	.15	.12
8 to 10 ins., 4-yr., T.....	.20	.18

(See SEEDLINGS for Christmas tree planting.)

Picea pungens (Colorado Spruce)		
3 to 6 ins., 3-yr., T.....	.20	..
6 to 8 ins., 4-yr., T.....	.35	..

(See SEEDLINGS for Christmas tree planting.)

Pinus mugo (Dwarf Mugo Pine)		
4 to 8 ins., 3-yr., T.....	.25	..

Pyracantha coccinea inlandi		
6 to 8 ins., 1-yr., T.....	.25	..
8 to 10 ins., 2-yr., T.....	.32	.28
10 to 15 ins., 3-yr., T.....	.40	.38

Rhododendron Hybrids , various colors, from red plants. Seedling grown. Very hardy.		
5 to 8 ins., 4-yr., T.....	.55	..
8 to 10 ins., 4-yr., T.....	.85	..

Taxus cuspidata (Spreading Yew)		
8 to 10 ins., 2-yr., T.....	.45	..

Taxus media (Hicks' Yew)		
6 to 8 ins., 2-yr., T.....	.35	..
8 to 12 ins., 3-yr., T.....	.45	..

Thuja occidentalis douglasii aurea (Golden Arborvitae)		
8 to 10 ins., 3-yr., T.....	.45	..
10 to 15 ins., 3-yr., T.....	.55	..

Thuja occidentalis elegantissima lutea , golden tip over dark green foliage.		
6 to 8 ins., 2-yr., T.....	.35	.30
10 to 12 ins., 3-yr., T.....	.45	.40
12 to 15 ins., 4-yr., T.....	.55	.50

Thuja occidentalis globosa (Woodward Globe Arborvitae)		
6 to 8 ins., 1-yr., T.....	.25	..
8 to 10 ins., 2-yr., T.....	.40	.35

Thuja occidentalis pyramidalis		
10 to 12 ins., 2-yr., T.....	.45	..
12 to 15 ins., 3-yr., T.....	.55	..

Tsuga canadensis (Hemlock)		
4 to 6 ins., 3-yr., T.....	.25	.22
6 to 8 ins., 3-yr., T.....	.25	.22
8 to 12 ins., 4-yr., T.....	.30	.28

Viburnum opulus (Snowball), red berries, fall.		
10 to 15 ins., 3-yr., T.....	.18	.12
15 to 24 ins., 25	.20	

Viburnum opulus nana (Dwarf Bush Cranberry)		
2-yr., field, T.....	.25	.22
6 to 8 ins., 3-yr., T.....	.35	.32
8 to 10 ins., 4-yr., T.....	.45	.42
10 to 12 ins., 4-yr., T.....	.55	.50

10 to 12 ins., 4-yr., T.....

10 to 12 ins., 4-yr., T.....

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10 to 12 ins., 4-yr., T.....

10 to 12 ins., 4-yr., T.....



"I'll never again plant... ...without using *Pano-drench*"

"I'll never again plant without using PANO-DRENCH."

That's the unsolicited praise of a Maine greenhouseman... just one of many growers who have taken the time to write words of praise for this remarkable product which has now been commercially available for two years.

From Wisconsin: "Last year we kept re-planting. This year we plant and they stay planted."

From Illinois: "I recommend PANO-DRENCH to any grower who wishes to prevent damping-off."

From California: "We use it on every seedling we grow."

You, too, can stop damping-off this simple, effective way. Just use PANO-DRENCH, the liquid concentrate you dilute with water to make a powerful soil drench. The drench protects seedlings, transplants, and cuttings from damping-off, stem rot, and other diseases... also prolongs disease control obtained from steam or fumigant sterilization without chemical injury to the plants.

Experiments show you can treat the growing medium before or after seeding, sticking, or transplanting. And PANO-DRENCH is effective as both a preventative and a cure... in your greenhouse or on outside beds.

Give your plants this inexpensive, practical protection now. Available from your PANO-DRENCH Distributor.



Note healthy, vigorous root growth of these *Euonymus fortunei* var. *alatus* cuttings from a Woodstock, Illinois greenhouse 10 weeks after sticking in PANO-DRENCH treated sand. Dur-

ing this period, less than 1% of these 1835 cuttings were lost to disease... compared with the costly 20% to 25% loss which can normally be expected.

Pano-drench

A PRODUCT OF PANOGEN, INC.

RINGWOOD, ILLINOIS

An Affiliate of Morton Salt Co.



THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

INTERESTING PINES

The pines are not fashionable at the present time for several reasons. Most of them are large-growing trees, unsuited to the greater part of today's landscaping on suburban lots. Pines seem to go with large estates, long avenues and heavy windbreaks. They are associated with the era of the arborvitae and retinospora, but wrongly so. Pines, also, do not lend themselves well to some of our modern nursery merchandising methods. The medium to large B&B plant has only a limited landscape sale. Most of the pines sold today are in the small seedling class, in which stage they are sold for Christmas tree plantings, reforestation and windbreaks. The pretty little Mugho pines were too often planted as two little globes at the foot of the steps or at the entrance of the walk instead of being attractively used, so that the public now wrongly associates them with that unimaginative type of planting.

The pines, with few exceptions, are all hardy and are more likely to be injured by hot dry sun in summer than by cold in winter. At this nursery, in the intermediate latitude of Maryland, we have grown a number of pines for landscape use. Some have suffered from being pushed too far south, few from being pushed too far north. Most of them are extremely attractive and useful.

The Mugho pine is an introduction from the cold part of Switzerland and does not thrive unless given a cool spot with enough humidity and moisture. Instead of planting it by the steps, move it to the border and let it grow so that it begins to lose some of its globular shape and can become a little more open and irregular. It will eventually reach 10 to 15 feet in height.

Another handsome dwarf pine is the Swiss stone pine, which is useful as a specimen evergreen on the small place. The manuals say it reaches heights of 100 feet or more, but some I planted 25 years ago are only 15 feet high. These are not only slow-growing but also difficult to propagate. They may be grown from seeds or, in the case of select strains, grafted. The seeds are quite large

and, like those of the western pinon pine, are edible. This nursery grows most of its pines by sowing the seeds in sphagnum in flats in March and placing them in a cool greenhouse. After germination, the seedlings are potted up within the first year in 2½-inch pots. These stay in the frame for a year when they are lined out in the field. Starting the seeds in flats gives a much better stand, because nearly all the seeds germinate and they can be protected from mice. This method is practical for growing up to several thousand seedlings. It would not be practical for greater quantities.

Another choice pine is *Pinus excelsa* or Himalayan pine. This pine, unlike the others, is a little tender and is larger than the first two mentioned. It is desirable for its smooth bark and glaucous, bluish-green needles that are attractively pendulous. This pine is at its most handsome stage when it is intermediate in size—from 10 to 25 feet. Give it 25 feet of planting space and it will make an uncommonly beautiful specimen. While it is about this size it is subject to attack from woodpeckers or sap suckers, which kill the tree by riddling the bark.

The white pine, *Pinus strobus*, is at its southern limit in eastern Maryland. While it is hard to find intermediate-size specimens, there are a few old, picturesque giants and some shapely young plants with silvery-blue needles. Where the white pine does well, it is a fine tree.

Even in the deep south, where it is best adapted, the long-leaved pine,

NORTHERN-GROWN STOCK

LANDSCAPE-SIZE SHRUBS

	Per 10	Per 100
<i>Clethra alnifolia</i>		
18 to 24 ins., clumps	\$4.00	\$35.00
2 to 3 ft., clumps	6.00	50.00
3 to 4 ft., clumps	8.00	70.00
<i>Ilex verticillata</i>		
2 to 3 ft., clumps	6.00	50.00
3 to 4 ft., clumps	7.00	60.00
<i>Viburnum cassinoides</i>		
2 to 3 ft., clumps	6.00	50.00
3 to 4 ft., clumps	8.00	70.00
<i>Viburnum dentatum</i>		
2 to 3 ft., clumps	5.00	40.00
3 to 4 ft., clumps	7.00	60.00

SUGAR MAPLES

	Unit price in quantities
	10 to 50 to
	49 250
<i>Acer saccharum</i>	
1¼ to 1½-in. cal.	\$ 4.00 \$ 3.50
1½ to 1¾-in. cal.	6.00 5.00
1¾ to 2-in. cal.	7.00 6.00
2 to 2½-in. cal.	9.00 8.00
2½ to 3-in. cal.	12.00 11.00

CLUMP BIRCH

	Per 10	Per 100
<i>Paper Birch</i>		
4 to 6 ft.,		
3 stems and up	\$30.00	
6 to 8 ft.,		
3 stems and up	40.00	
<i>Gray Birch</i>		
4 to 6 ft.,		
3 to 6 stems	25.00	\$200.00
6 to 8 ft.,		
3 to 6 stems	35.00	250.00

PAPER BIRCH

	Per 100	Per 1000
<i>Betula papyrifera</i>		
2 to 3 ft.	\$12.00	\$100.00
3 to 4 ft.	25.00	200.00
4 to 6 ft.	40.00	350.00
6 to 8 ft.	60.00	

LINING-OUT STOCK

	Per 100	Per 1000
<i>Acer saccharum</i>		
2 to 3 ft.	12.00	100.00
3 to 4 ft.	30.00	250.00
4 to 6 ft.	60.00	500.00
<i>Clethra alnifolia</i>		
6 to 18 ins.	8.00	70.00
<i>Ilex verticillata</i>		
1 to 2 ft.	12.00	100.00
<i>Syringa vulgaris</i>		
1 to 2 ft.	7.00	60.00
<i>Viburnum acerifolium</i>		
6 to 18 ins.	12.00	100.00
<i>Viburnum cassinoides</i>		
1 to 2 ft.	9.00	80.00
<i>Viburnum dentatum</i>		
1 to 2 ft.	8.00	70.00

HEMLOCK TRANSPLANTS

	Per 100	Per 1000
<i>Tsuga canadensis</i>		
4 to 8 ins., trans., 2-2	16.00	150.00
8 to 12 ins., trans., 2-2	25.00	200.00

HEMLOCK SEEDLINGS

	Per 100	Per 1000
<i>Tsuga canadensis</i>		
6 to 9 ins.	4.00	20.00
9 to 12 ins.	6.00	45.00
12 to 18 ins.	10.00	80.00

All stock is first-quality collected material except as otherwise noted. Send for complete wholesale list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens. We do not have Japanese beetle.

ISAAC LANGLEY WILLIAMS

P. O. Box 353

EXETER, N. H.

NURSERY-GROWN STOCK

RED OAKS, 2 to 7-in. cal.

DOUGLAS FIR and HEMLOCKS, 4 to 20 ft.

Write for prices.

Also: NORWAY MAPLE SEEDLINGS,

\$50.00 per 1000.

THE BUDDIES NURSERY

P. O. Box 14

BIRDSBORO, PA.

pick

*yourself
an ever-blooming
bouquet of sales!*

Dutch Bulbs are selling better than ever! Stock up on your supply of tulip, daffodil, hyacinth and crocus bulbs. Be ready for the big Fall planting.

The beauty of these Spring flowers will be dramatized and promoted in a far-reaching consumer advertising and public relations campaign by the Associated Bulb Growers of Holland. Your customers will read about the ease of planting Dutch Bulbs, how they enhance the surroundings of the home in leading magazines such as *Better Homes and Gardens*, *House and Garden*, and *American Home*.

Tie-in with many Sales aids available! Local newspaper ads, promotional material and booklets, streamers—new demonstration pieces and interesting films will be supplied on request. Studies have proved without question that Dutch Bulbs sell themselves when properly displayed with full use of promotional materials. Back this national advertising-publicity-merchandising campaign with your own store displays and local advertising—watch sales grow! Sell Dutch Bulbs, the beauty of Spring flowers—and your Fall profits bloom and bloom.

D U T C H  B U L B S



IMPORTANT! A special, NEW 4-color Booklet full of landscaping and planting tips can be obtained at a nominal cost to you for distribution to your customers. Send now for a sample copy.

Please send me a free copy of "Bulb Magic".

NAME _____

ADDRESS _____

CITY _____ STATE _____

**Associated Bulb Growers of Holland
29 Broadway, New York 6, N.Y.**

LINING-OUT STOCK FOR SPRING

POT GRAFTS

Available After May 1.

	Per 100
<i>Acer palmatum atropurpureum</i> (Bloodgood)	\$65.00
<i>Acer palmatum dissectum</i>	65.00
<i>Chamaecyparis obtusa nana</i>	60.00
<i>Cornus florida rubra</i>	55.00
<i>Picea pungens kosteri</i>	100.00
<i>Pinus strobus cembra</i>	60.00
<i>Pinus strobus fastigiata</i>	60.00
<i>Pinus strobus nana</i>	60.00
<i>Pinus strobus pendula</i>	60.00
<i>Pinus tanyosho</i> (Table Pine)	60.00
<i>Pinus sylvestris wateri</i>	65.00
<i>Viburnum juddi</i>	55.00

POT-GROWN CUTTINGS

	Per 100
Ready May 1.	
<i>Buxus sempervirens fastigiata</i> ..	\$25.00
<i>Ilex convexa</i>	20.00
<i>Ilex helleri</i> , dwarf	22.50
<i>Pieris japonica</i> , 6 to 8 ins.	22.50
<i>Pyracantha lalandi</i>	22.50
<i>Laurocerasus schipkaensis</i> , hardy.	25.00

Write for complete price list.

RUMMEL NURSERIES

POMPTON PLAINS 1, N. J.

FIELD TRANSPLANTS

Ready for shipping April 1. Per 100

<i>Ilex convexa</i>	
1-yr.	\$20.00
<i>Juniperus andorra</i>	
1-yr.	20.00
2-yr.	35.00
4-yr.	50.00
<i>Juniperus hetzi</i>	
1-yr.	20.00
2-yr.	35.00
3-yr.	50.00

<i>Pieris japonica</i>	
2-yr.	40.00
3-yr., well-branched	65.00

<i>Taxus cuspidata</i>	
1-yr.	20.00
4-yr., heavy	70.00

<i>Taxus hicksi</i>	
1-yr.	20.00
3-yr.	40.00
6-yr., heavy	90.00

Pinus palustris, is not planted for landscape use, but it is certainly not without its attractiveness. Although Maryland is supposed to be too cold for it, I have one about 20 years old. It makes an interesting tree, and I know several on an estate that are attractive. In the south, they are used in landscaping only where plants are already in place when a new home is built. Of course, the taproot makes it almost mandatory that seedlings only be planted. This is also true of the loblolly pine, which is the native pine of Maryland. It is not unattractive when used in the landscape.

The foregoing are only about half of the pines we have grown, but they are the most interesting. The attractive Scotch pine seems to be more subject to the pine-tip moth. The Austrian pine is a good pine, but too stiff in character. I liked the Japanese red pine, *Pinus densiflora*, but it did not hold up too well. *Pinus pungens* and *Pinus virginiana*, two short-needed pines, are much alike, with the latter being the better.

The pines are fine trees and it is to be hoped that they will return to greater popularity.

WAGE-HOUR LAW

[Continued from page 16]

the transplanting of such wild plants in the nursery.

The preparation of nursery stock for market and delivery to market are considered to be agriculture when performed by a grower as an incident to his own farming operations. That is, employees of a nursery who work in packing and storage sheds sorting, grading and trimming stock, racking it in bins and packing it for shipment are exempt in any week when they handle only products grown by their employer and these activities are subordinate to his farming operations and do not amount to an independent enterprise. The same is true of employees engaged in the balling and storing of shrubs and trees grown by their employer.

But in weeks when employees of a nursery engage in such activities in connection with nursery products produced by other nurseries, the exemption is inapplicable even though they also work on stock grown by their employer.

Incidental Sales Allowed

Nursery employees who handle and sell the grower's stock at or near the place where it is grown will be within the agriculture exemption if, in fact, these activities are inciden-

PACHYSANDRA TERMINALIS

The evergreen ground cover, ideal for shade.

	Per 100	Per 1000
1-yr., field-grown plants	\$ 4.50	\$40.00
2 1/4-in. pot-grown plants	10.00	90.00

List of other ground cover plants on request

HANSEN BROS. NURSERIES, INC.

Phone: MO 4-3923

NARBERTH, PA.

SMALL FRUIT PLANTS

Grapes

Currants

Berry Plants

Write for Wholesale Price List

FOSTER NURSERY CO., Inc.

69 Orchard St.

FREDONIA, N. Y.

LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

DEERFIELD NURSERIES

DEERFIELD STREET P. O., N. J.

LILACS ON OWN ROOTS

Leading varieties. All sizes, 2 to 8 ft. Write for list. Inspection invited.

SAMUEL FRASER NURSERY

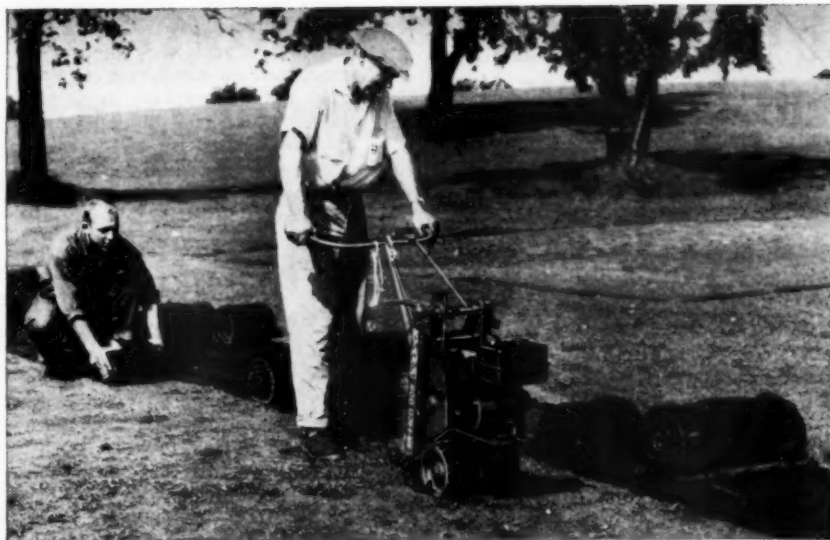
Box 158
GENESEO, N. Y.

LINING-OUT STOCK

Our spring, 1957, price list of quality liners now available. If interested, please write for same.

THE MURGLAS CORPORATION

Formerly
Thomas B. Meekins Co., Inc.
DRESHER, PA.



New low cost Sod Cutter cuts 4500 sq. ft. of sod per hour

More than ever before, the new, low cost Ryan Jr. Model Sod Cutter equips professional landscape men to profitably handle medium and smaller sod cutting jobs. And as an auxiliary machine, it is ideal to increase sod production during peak demands.

Built to the same precision standards of Ryan heavy-duty Sod Cutters, the Jr. Model cuts 4500 sq. ft. of perfect sod hourly... to the exact thickness you desire.

Its newly designed Super Kut blade with reciprocating action slices cleanly and quickly through finest bents and the toughest rooted grasses — without tearing roots or clogging.

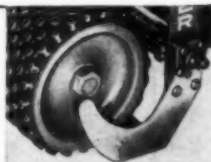
The Ryan Jr. Model also performs other work profitably. With a special tilling blade which operates at 1000 strokes per minute, it loosens and pulverizes hard or compacted soil for resodding or seeding

...and efficiently cultivates between rows of nursery stock.

With special edging blade, it eliminates hand labor in lawn grooming jobs.

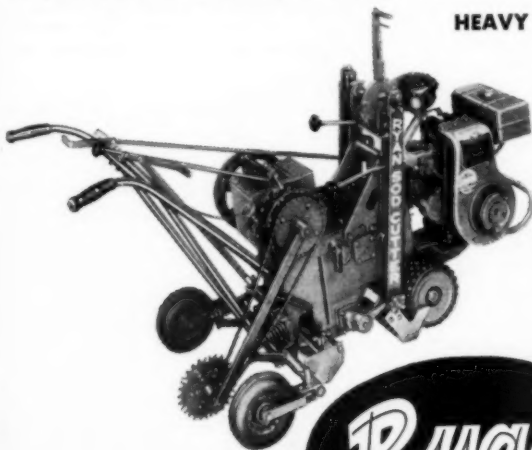
This versatility is matched by the engineered dependability that has made Ryan Sod Cutters the choice of more than 90% of the turf growers in the U. S. and Canada. See the Ryan Jr. Model at your nearest distributor — or write us for full particulars.

NEW SUPER KUT BLADE
— of highest quality tempered spring steel operating directly under drive wheel always insures evenly cut sod of uniform thickness. Special "slicing action" design cuts cleanly through all kinds of turf without tearing edges.



HEAVY DUTY SOD CUTTER WITH AUTO-CUT-OFF

This Ryan Heavy Duty Sod Cutter cuts up to 10,000 sq. yds. of sod per day. The Auto-Cut-Off feature automatically measures and cuts off sod at any desired length from 1 to 9 ft. ... eliminating manual cross cutting, fitting and patching. This machine saves 50% of sod cutting costs in time, labor and sod. The Auto-Cut-Off unit can be installed on most other Ryan heavy duty machines.



LANDSCAPING EQUIPMENT
Company

871 Edgerton Street, St. Paul 1, Minn.

SEE THESE



DISTRIBUTORS

- ALABAMA:** Yeilding's, Birmingham.
ARIZONA: Shaw's Arizona Toro, Phoenix.
CALIFORNIA: California Toro Co., San Francisco; Pacific Toro Co., Inc., Los Angeles.
COLORADO: Colorado Toro Co., Denver.
CONNECTICUT: C. H. Jenkins Co., Glastonbury.
FLORIDA: L. B. Turf Equipment Co., Fort Lauderdale; Zoun Equipment Co., Jacksonville.
GEORGIA: Toro & Turf Supply Co., Atlanta.
IOWA: Globe Machinery & Supply, Des Moines; Tri State Toro Co., Davenport.
ILLINOIS: Drake-Scruggs Equipment Co., Springfield; George A. Davis, Inc., Chicago.
INDIANA: Heldt-Monroe Co., Inc., Evansville; Kenney Machinery Corp., Indianapolis.
KENTUCKY: Jack Dayton & Sons, Louisville.
LOUISIANA: Gustine's Sales & Service, Shreveport.
MASSACHUSETTS: The Clapper Co., West Newton.
MAINE: Yerxa's, South Portland.
MARYLAND: Baltimore Toro Co., Baltimore; National Capital Toro Co., Inc., Silver Springs.
MICHIGAN: C. E. Anderson Co., Royal Oak; Spartan Distributors, Sparta.
MINNESOTA: Minnesota Toro Co., Phillips Equipment Co., Minneapolis.
MISSOURI: Atlas Lawn Equipment Co., St. Louis; Turf Equipment Co., Kansas City.
NEBRASKA: Z. W. Credle Co., Omaha.
NEW YORK: Grass Cutting Equipment, Rochester; Eaton Equipment Co., Hamburg; Golf & Tractor Equipment Corp., Syracuse; McIlroy's, Huntington Station; Toro Equipment Co., White Plains.
NORTH CAROLINA: E. J. Smith & Sons Co., Charlotte.
OKLAHOMA: Bob Dunning-Jones Co., Inc., Tulsa.
OHIO: Jacobsen Power Lawn Mower Co., Columbus; Ohio Toro Co., Cleveland.
PENNSYLVANIA: Krigger & Co., Pittsburgh; Philadelphia Toro Co., Philadelphia.
SOUTH DAKOTA: Dakota Turf Supply Co., Sioux Falls.
TENNESSEE: Tennessee Turf & Toro Co., Knoxville; Choctaw, Inc., Memphis.
TEXAS: Watson Distributing Co., Houston; Colonial Motor Sales, Dallas.
VIRGINIA: Sydnor Pump & Well Co., Richmond.
WASHINGTON: Washington Turf & Toro Co., Seattle.
WISCONSIN: R. L. Ryerson Co., Milwaukee.
- CANADA**
ALBERTA: Burgess Bldg. & Plumbing Supply Co., Calgary.
BRITISH COLUMBIA: Power Mower Sales & Service, Victoria.
MANITOBA: Consolidated Industries, Winnipeg.
NOVA SCOTIA: Cleveland Industries, Halifax.
ONTARIO: F. Manley & Sons, Ltd., Toronto.
QUEBEC: Agri Tech, Inc., Longueuil.

FINAL CALL FOR QUALITY LINING-OUT STOCK

SEEDLINGS

	Per 100	Per 1000
<i>Berberis thunbergii atropurpurea</i> . 2-yr., S. 15 to 18 ins.	\$12.00	\$100.00
<i>Helleborus niger</i> . 2-yr., S.	35.00	....
<i>Ilex decidua</i> . 1-yr., S. 3 to 6 ins.	7.50	60.00
<i>Picea abies</i> . 2-yr., 4 to 8 ins.	4.50	40.00
<i>Pseudotsuga taxifolia glauca</i> . 2-yr., S. 3 to 6 ins.	5.00	40.00
<i>Taxus capitata</i> . 2-yr., S. 3 to 6 ins.	10.00	85.00
<i>Tsuga canadensis</i> . T. 4 to 6 ins.	15.00	125.00
<i>Viburnum wrightii</i> . 2-yr., S. 10 to 18 ins.	12.50	100.00

WELL-ESTABLISHED CUTTINGS FROM 2 1/4-IN. POTS

	Per 10	Per 100
<i>Ilex crenata convexa</i>	\$3.00	\$20.00
<i>Ilex crenata helleri</i>	3.00	30.00
<i>Ilex opaca</i> (4 to 6 ins. in varieties Arden, Delia Bradley, St. Mary)	5.00	45.00
<i>Juniperus pfitzeriana</i>	3.00	22.50
<i>Taxus media clifforti</i>	3.00	20.00
<i>Taxus media Halloran</i>	3.00	20.00
<i>Taxus media Vermeulen</i>	3.00	20.00

GRAFTED STOCK FOR SPRING, 1957, DELIVERY

	Per 10	Per 100
<i>Juniperus chinensis columnaris glauca</i>	\$6.50	\$55.00
<i>Juniperus chinensis columnaris viridis</i>	6.50	55.00
<i>Juniperus chinensis keteleeri</i>	6.50	55.00
<i>Juniperus chinensis neoborealis</i>	6.50	55.00
<i>Juniperus chinensis sargentii</i>	6.50	55.00
<i>Juniperus chinensis sargentii glauca</i>	6.50	55.00
<i>Juniperus virginiana burkei</i>	6.50	55.00
<i>Juniperus virginiana canaerli</i>	6.50	55.00
<i>Juniperus virginiana glauca</i>	6.50	55.00
<i>Juniperus virginiana pyramidiformis hillii</i>	6.50	55.00
<i>Magnolia rustica rubra</i>	7.50	65.00
<i>Magnolia soulangeana</i>	7.50	65.00
<i>Magnolia soulangeana nigra</i>	7.50	65.00
<i>Magnolia stellata</i>	7.50	65.00
<i>Magnolia stellata rubra</i>	7.50	65.00

Due to handling costs, orders for less than \$10.00 cannot be accepted.

HESS' NURSERIES

P. O. Box No. 788,
MOUNTAIN VIEW, N. J.

"A friendly, efficient sales service"

E. D. ROBINSON SALES AGENCY

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Maxwell, Bowden & Rice, Inc.
A. N. Pierson, Inc.
Sunny Border, Inc.
Verkade's Nurseries

See Our Price List in the
January 15 Issue

NURSERY STOCK

	Per 100	Per 1000
<i>Berberis thunbergii atropurpurea</i>		
2-yr., S., 4 to 10 ins.	\$ 5.00	\$ 35.00
2-yr., S., 10 to 15 ins.	9.00	70.00
2-yr., S., 15 to 18 ins.	12.50	100.00
2-yr., S., 18 to 24 ins.	20.00	175.00
<i>Berberis thunbergii</i> (green)		
2-yr., S., 4 to 9 ins.	4.00	25.00
2-yr., S., 9 to 12 ins.	6.00	40.00
2-yr., S., 12 to 15 ins.	7.50	60.00
<i>Cydonia japonica</i>		
1-yr., S., 4 to 10 ins.	4.00	30.00
<i>Euonymus alatus compactus</i>		
R.C., field-grown, 1-yr.	17.50	165.00
<i>Forsythia Spring Glory</i>		
1-yr., field-grown	6.00	45.00
18 to 24 ins.	12.50	100.00
<i>Taxus cuspidata</i> , spreading		
2-yr., T.	25.00	225.00

BROUWER'S NURSERIES

BOX 25, NEW LONDON, CONN.

ORNAMENTAL EVERGREENS

Trees and Shrubs

BAGATELLE NURSERY

P. O. Huntington Station, N. Y.

FOR 57 YEARS

Our business has been
growing

Rhododendrons

Azaleas

Perennials, Roses

All Nursery Items

BOBBINK NURSERIES, INC.

586 Paterson Ave.

E. RUTHERFORD, N. J.

tal to the nursery's farming operations. When the extent of these activities is such that they are not incidental, the employees engaged in them may be exempt as employed by a retail establishment, provided applicable tests are met. This may be the case when a nursery operates, as a separate enterprise, an establishment for the distribution of nursery stock.

Planting and Landscaping

The planting of trees and bushes away from the nursery is exempt as agriculture where it is part of the subordinate marketing operations of the grower of such trees or bushes. Thus, employees of the nurseryman who raises such nursery stock are doing exempt work when they plant the stock on private or public property, trim, spray, brace and treat the planted stock or perform other duties incidental to its care and preservation. Employees who plant fruit trees and berry stock not raised by their employer would also qualify for exemption if the planting is done on a farm as an incident to farming operations on that farm.

On the other hand, the planting of trees and bushes on residential, business or public property is not exempt when it is done by employees of an employer who has not grown the trees and bushes or who, if he has grown them, engages in the planting operations as an incident, not to his farming operations, but to landscaping operations, which include principally the laying of sod and the construction of pools, walks, drives and the like. The mowing of lawns, except where it can be considered incidental to farming operations, is not exempt.

Landscape gardeners who cannot take the agriculture exemption may want to know about the seasonal industries exemption, discussed later on.

"Area of Production" Exemption

Nurserymen who cannot take the agriculture exemption may be interested in the complete minimum wage and overtime pay exemption for workers employed in the area of production (as defined by the division's administrator) in the handling, packing, storing or preparing in their raw or natural state of nursery products for market. Preparing in the raw or natural state includes cleaning and grading.

Mere employment within the area of production is not enough to bring the employee under this exemption. The worker must be engaged in the specific operations, and they must be

LIFETIME PLASTIC MARKERS

PULL IN PROFITS

ALL YEAR 'ROUND

FREE!

WITH INITIAL ORDER

ATTRACTIVE
LIFETIME MARKER
COUNTER DISPLAY
THAT SELLS
AND SELLS
AND SELLS!



LIFETIME MARKERS are a popular item with your garden supply customers.

Why not let them buy LIFETIME MARKERS from you? It is **so easy** and the **profit is so good**.

Your initial order is an assortment of LIFETIME MARKERS packaged in transparent polyethylene bags and labeled for easy identification of size, quantity and price. This entitles you to an attractive combination counter-wall board display—**FREE!**

This point-of-purchase, full-time, silent salesman sells markers on sight! Including the **FREE** LIFETIME MARKERS' display board, your complete cost is only **\$34.00**. Your first order is postpaid. Total retail value of the assortment is **\$52.42**. Your gross profit is a huge markup of 54 per cent on your cost — or **\$18.42**.

By national advertising in leading garden publications, consumer demand for LIFETIME MARKERS is created for you. An **impulse quickener**, your LIFETIME MARKER display clinches the sale and **YOU** ring up the profits.

LIFETIME MARKERS are handy and easy to use. Really snap up the appearance of a garden and add personality. Repeat orders make up a large portion of sales volume.

YOU CANNOT LOSE! You need to keep in stock **only** that style marker which your customers prefer. Should you wish to exchange any style marker which is a comparatively slow mover in your store, you may do so. We will replace it with an equal list price value of the faster-moving style you request.

LIFETIME MARKERS ARE ALSO PACKAGED FOR BULK SALES TO NURSERIES, GREENHOUSES, EXPERIMENTAL STATIONS AND MAIL ORDER.

You cannot afford to miss this opportunity to serve your customers and increase your profits!

ORDER YOUR DISPLAY AND INITIAL ASSORTMENT **NOW FOR PROFITS NOW!**

LIFETIME MARKERS

ROOM 7, 10342 LANARK
DETROIT 24, MICHIGAN
TELEPHONE: TUxedo 4-6213

In Washington and Oregon State write: LIFETIME MARKERS, 1864 S. 120th St., Seattle 88, Washington

HYBRID RHODODENDRON LINERS

RED - - RED - - RED - - RED - - RED

Also: Lavender, White and Pink

OWN ROOT

50¢ and up

WHOLESALE NURSEYMEN - DIVISION OF SEABROOK FARM

Koster Nursery
BRIDGETON - NEW JERSEY

performed for marketing purposes. Office employees and other workers who do not actually perform these operations are not within the area of production exemption.

To be within the area of production: (1) The nursery must be located in the "open country or in a rural community," and (2) at least 95 per cent of the nursery stock must come from "normal rural sources of supply" located not more than 20 air-line miles from the nursery.

"Open country or a rural community" does not include cities, towns or urban places having a population of 2,500 or more or any places within the following specified distances from cities, towns or urban places: (1) Within one mile of any community with a population of 2,500 or over, (2) within three miles of a community with a population of 50,000 or over or (3) within five miles of a community with a population of 500,000 or over. Population is determined by the latest available United States census.

Nursery stock is considered as coming from normal rural sources of supply if it is received from any of the following sources: (1) Farms within 20 miles, (2) farm assemblers or other establishments through which nursery stock customarily moves which are within 20 miles and are located in the open country or in a rural community or (3) farm assemblers or other establishments which are within 20 miles of the nursery but are not located in the open country or in a rural community, provided it can be shown that the stock originated on farms within 20 miles of the nursery.

The period for determining whether 95 per cent of the nursery stock comes from normal rural

NOW JAPANESE RED MAPLES

Own-Root Plants

Plants 4 to 7 ins., heavy root system.

1-yr. transplants, shipped bare-root.

\$25.00 per 100

For less than 100 plants add 10%.

SPECIAL

3-yr. grafted Japanese Red Maple transplants, field-grown, slightly branched, ideal for potting up for retail trade. Shipped bare-root.

10 to 15 ins. high, \$1.80 each.

Grafted Colorado Blue Spruce

All scions selected for extra-blue color.

1-yr., transplants, from lath house, 90¢ each.

2-yr., transplants, from outside beds, \$1.30 each.

200 plants or more 5% discount. Shipped bare-root.

For Koster Spruce, add 15¢ per plant.

GORTON'S NURSERY

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HARBORCREEK, PA.

J & P

EVERGREENS
SHADE TREES

SHRUBS, VINES
HEDGE PLANTS, etc.

In good assortment.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE

We Wish to Express

our sincere thanks to all our valued customers for the business they have given us this year. We are hopeful of having a better offering next year.

SCHROTH'S NURSERY INDIANA, PA.

Specializing in Christmas Tree Stock and Evergreen Liners

DEL-MAR-VA NURSERIES

Growers of Quality

Taxus, Ilex and other Ornamentals.

Ask for list.

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- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

TAXUS

Upright, 6 to 14 ft.

Also Other Varieties of Taxus.

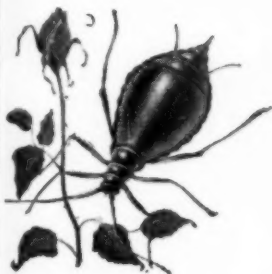
BULK'S NURSERIES
BABYLON, L. I., N. Y.

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APHIDS—Probably the most common and damaging insect of ornamentals. Malathion stops all species of aphids whether on shade trees, shrubs or flowers. Because aphids build up fast, prompt spraying is recommended.



SPIDER MITES—Before malathion, a special miticide was needed to control mites. Now, you can clean them up along with the insects. The USDA has O.K.'d malathion for use against mites and 80 different insect pests.

Malathion alone protects all flowers, shrubs, trees from all these pests

Offers safety-in-use, and
leaves no harmful residues

Malathion solves the problem of *what* to use against *which* insect because it controls practically *all* pests attacking ornamentals. It's quick-acting and economical.

Malathion is *low* in toxicity to man and animals, offers your staff an extra margin of safety. The USDA calls it "one of the safest insecticides to handle". No respirators or protective clothing are required.

Malathion is available in spray or dust form under the brand name of well-known manufacturers. Ask your regular supplier about the brands he carries.

New, 1957 *Grower's Guide* tells how to control all the insects shown and listed in the captions. Write American Cyanamid Company, Phosphates and Nitrogen Division, Dept. PM, 30 Rockefeller Plaza, New York 20, N. Y.



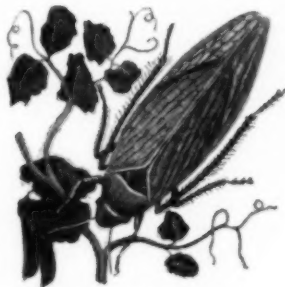
THRIPS—These tiny insects rasp white streaks and patches in gladiolus, roses, many other flowers. Malathion controls thrips, whitefly, lace bug, mealybug, four-lined leaf bug, tarnished plant bug.



BEETLES—Malathion controls such hard-to-kill species as Japanese beetle, Mexican bean beetle, etc. Low toxicity to man and animals makes malathion ideal for nursery, park and home-gardener use.



FRUIT WORMS—Use malathion for codling moth, plum curculio, leaf rollers, aphids, mites, scales other major pests of tree and small fruits. Compatible with most fungicides and liquid fertilizers.



LEAFHOPPERS—Malathion stops potato leafhopper, rose leafhopper and most others in this lively group. It's available in emulsions, wettable powders and dusts. Also in aerosols for greenhouse use.



SCALES—Malathion controls these scales: oyster shell, euonymus, waxy, azalea, pine leaf, magnolia, Fletcher, Florida-red, juniper, Monterey pine, soft, pine needle, black scale, oak kermes.



WORMS—Malathion kills worms, loopers, birch leafminer and boxwood leafminer. Also tent caterpillar, bagworms. A regular spray program based on malathion prevents damage to plantings.

CYANAMID

FREE for retail trade

Full color display for counter, wall. Pictures common insects and damage they do. Hands out free leaflets, displays the brand of malathion you sell. 18½" wide. Send this coupon today to:
American Cyanamid Company,
Nitrogen and Allied
Products Div., Dept. AN,
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N. Y. 20, N. Y.



NAME _____
ADDRESS _____

SEEDLINGS FOR SPRING

Per 100 Per 1000

Scotch Pine		
2-yr., S., 2 to 4 ins. ...	\$ 2.50	\$12.50
2-yr., S., 3 to 6 ins. ...	4.00	20.00
2-yr., S., 4 to 8 ins. ...	5.00	25.00

Riga Scotch Pine		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 4 to 8 ins. ...	5.00	25.00

Scotch Pine		
2-1, T., 3 to 6 ins.	7.00	35.00

Austrian Pine		
2-yr., S., 2 to 3 ins. ...	2.50	12.50
2-yr., S., 3 to 6 ins. ...	4.00	20.00
2-2, T., 5 to 10 ins. ...	10.00	50.00
2-2, T., 8 to 16 ins. ...	20.00	....

American Red Pine		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
3-yr., S., 4 to 6 ins. ...	5.00	25.00
3-yr., S., 6 to 10 ins. ...	7.00	35.00
2-2, T., 8 to 12 ins. ...	15.00	....

Ponderosa Pine		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 4 to 7 ins. ...	5.00	25.00

Mugho Pine		
2-yr., S., 2 to 4 ins. ...	4.00	20.00
3-yr., S., 3 to 6 ins. ...	6.00	30.00

Douglas Fir		
3-yr., S., 2 to 4 ins. ...	4.00	20.00

Colorado Spruce		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 3 to 7 ins. ...	5.00	25.00
3-yr., S., 3 to 5 ins. ...	6.00	30.00
3-yr., S., 5 to 9 ins. ...	9.00	45.00
3-yr., S., 8 to 12 ins. ...	15.00	....
2-2, T., 3 to 6 ins. ...	9.00	45.00
2-2, T., 8 to 12 ins. ...	30.00	....

Norway Spruce		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 4 to 8 ins. ...	5.00	25.00
3-yr., S., 6 to 10 ins. ...	7.00	35.00
3-yr., S., 8 to 14 ins. ...	9.00	45.00
2-2, T., 5 to 8 ins. ...	10.00	50.00

White Spruce		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 3 to 7 ins. ...	4.50	22.50
3-yr., S., 4 to 8 ins. ...	6.00	30.00
3-yr., S., 6 to 10 ins. ...	7.00	35.00
3-yr., S., 8 to 12 ins. ...	8.00	40.00
2-2, T., 5 to 8 ins. ...	10.00	50.00
2-2, T., 10 to 15 ins. ...	25.00	....

Black Hills White Spruce		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
3-yr., S., 3 to 6 ins. ...	5.00	25.00
3-yr., S., 6 to 8 ins. ...	7.00	35.00

Canadian Hemlock		
2-yr., S., 3 to 6 ins. ...	6.00	30.00

Add 3% sales tax for Pennsylvania destinations or supply exemption complete with license number.

Cash or 25% deposit with order, balance C.O.D. 5% discount on quantities of 25,000.

NOW plant trees the modern way with a ROOTSPRED TREE PLANTER

Here is a husky, fast (over 1000 per hour) tree seedling planter for reforestation, Christmas tree and ornamental planting.

Made for Ford or Ferguson 3-point hitch.

For picture and information write:

SAM DIBLE NURSERY
R. F. D. 3 SHELCTA, PA.

sources of supply is the last preceding calendar month in which operations were carried on for two or more work weeks. The 5 per cent tolerance is useful to the employer who receives occasional shipments from farmers or suppliers not within the qualifying distance.

Seasonal Industries

A limited exemption from the overtime pay provisions is provided for industries which the administrator specifically determines to be of a seasonal nature. This seasonal exemption is available for as many as 14 work weeks in the calendar year. During the weeks in which this exemption is claimed, an employee is exempt only if he is paid time and one-half his regular rate of pay for all hours worked over 12 a day or 56 a work week.

Nurserymen will want to know that the following activities have been determined seasonal:

1. The storing and packing of nursery stock.

2. Landscape contracting (except in Washington, Oregon and California) consisting of planting and transplanting nursery stock and making lawns and gardens, including necessary coincidental building on the site of retaining walls, rock gardens, etc., but not including lawn or garden maintenance except when incidental to the foregoing.

3. (a) The harvesting and preparing of undried evergreens (except evergreen huckleberry and evergreen ferns in Washington) for use as Christmas trees, wreaths, decorative boughs, ropings, grave blankets, sprays, bouquets and baskets, including handling and shipping incidental thereto;

(b) The processing of coniferous evergreen trees into Christmas trees, including handling and shipping incidental thereto;

(c) The processing of undried evergreen holly, including handling and shipping incidental thereto, except when part of the florists' supply business.

In weeks when the exemption is taken, it can apply to all employees, including office workers and maintenance men, wherever they may be performing work for their employer.

Combination of Exemptions

The exemptions applying specifically to nursery activities as such have now been analyzed. However, a word of caution about the exemptions previously discussed—an employee who engages in both exempt and nonexempt work during a work week is not exempt during that

BIG

We have one of the largest available supplies of big specimen material, including:

AZALEA

- ILEX BUXIFOLIA
- ILEX OPACA
- TAXUS FASTIGIATA
- TAXUS REPANDENS
- TAXUS CUSPIDATA
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- TSUGA CANADENSIS
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one of America's
leading nurseries



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AZALEAS

15,000 deciduous landscape varieties reliably hardy for the sub-zero areas of the U. S.

Vaseyi—Calendulacea—
Mollis—Arborescens

3-yr. old seedlings; twice transplanted; in open irrigated field beds 6x6 ins. apart; cut back, branched, bushy little specimens ready to grow fast in field rows.

4 to 6-yr., XXX, field rows, B&B for salesyard or garden shops.

Schlippenbachi (royal), 10 to 12 to 15 ins.

Vaseyi, 10 to 12 ins.

Mollis, 10 to 12 to 15 ins.

List on request. Come and see them if you can.

BROOKFIELD GARDENS

U. S. Rt. 46 DELAWARE, N. J.

AZALEAS AND HEDGE PLANTS

Splendid stock.

Write for Price List.

DIAMOND STATE NURSERIES
MILFORD, DEL.

DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.

Write for Wholesale Price List.

LOVETT'S NURSERY, INC.
LITTLE SILVER, N. J.

PATIO WOOD PRODUCTS

Write for
this
full-color
catalog
now!



8 reasons why these famous redwood planters bring big profits to you:

- 1 Only redwood planter line nationally advertised to millions of home gardeners!
- 2 Only redwood planter line pictured and described by editors of Sunset Magazine, Living for Young Homemakers, Flower Grower and other magazines reaching millions!
- 3 All planters made from genuine California kiln-dried redwood, bound by solid brass bands!
- 4 Craftsmanship is unconditionally guaranteed!
- 5 Prompt shipment or delivery!
- 6 Complete line of redwood planters, baskets, gardenettes, plantwalkers, plant rollers!
- 7 Many selling aids, including tags, newspaper mats, statement enclosures, display sheets!
- 8 During past year, 6,600 customers have written, asking for name of nearest dealer!

Send for free color catalog and price list now!

PATIO WOOD PRODUCTS

835 COMMERCIAL STREET • Phone: ATlantic 7-9374 • SAN GABRIEL, CALIF.

CHINESE CHESTNUT

(Castanea mollissima)

Blight-resistant Chinese Chestnut, good trunks about 1-in. cal., good roots.

6 to 7 ft. \$20.00 per 10

Good quantity available, sold out of smaller sizes.

Write for Trade List of Broad-leaved Evergreens and Liners.

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2-yr., S., 9 to 12 ins. \$ 7.50 \$ 60.00
Heavy, T., 15 to 18 ins. 20.00 175.00
Heavy, T., 18 to 24 ins. 25.00 225.00
Heavy, T., 2 to 2 1/2 ft. 30.00

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2-yr., S., 6 to 9 ins. 5.50 45.00
2-yr., S., 12 to 18 ins. 9.50 85.00
2-yr., T., lightweight, 12 to 18 ins. 17.50 150.00
3-yr., T., lightweight, 15 to 24 ins. 22.50 200.00
Heavy, T., 12 to 18 ins. 22.50 200.00
Heavy, T., 15 to 18 ins. 27.50 250.00
Heavy, T., 18 to 24 ins. 33.00 300.00
Heavy, T., 2 to 2 1/2 ft. 37.50 350.00

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French Hybrid Lilacs, best varieties
12 to 18 ins., grafts 37.50
Pink-flowering Dogwood
10 to 15 ins., grafts 75.00
15 to 24 ins., grafts 85.00

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Established 1767
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week. But when an employee does different kinds of work which come within different statutory exemptions, there may be a combination of exemptions under certain conditions. Questions about such combinations should be addressed to the division's nearest regional office.

White-Collar Exemptions

Some nurserymen may be interested in the minimum wage and overtime pay exemption for any employee engaged in a bona fide executive, administrative, professional or local retailing capacity or as an outside salesman, as these terms are defined in regulations, part 541, issued by the divisions' administrator.

Management should avoid the common fault of assuming employees are exempt because they have impressive job titles or are paid a good salary. In order for the exemption to apply, the individual employee's work must meet a series of tests on duties and responsibilities, specified in the regulations. Salary tests are also provided, except for local retailing workers and outside salesmen.

The employer who carefully checks regulations, part 541, before taking the exemption, will have done a great deal to lessen the chance of violating the law inadvertently.

Motor Carrier Exemption

There is an overtime pay exemption for drivers, drivers' helpers, loaders or mechanics when they are engaged in activities of a character directly affecting the safety of operation of their employer's motor vehicles transporting goods in interstate commerce on the public highways. For guidance on what kinds of activities are considered to be safety affecting and other details on application of the exemption, the employer will find helpful the divisions' interpretative bulletin, part 782, on motor carriers.

Retail Establishment Exemption

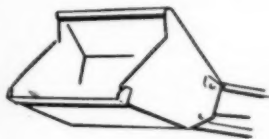
Nurserymen who have separate sales establishments such as garden centers may be able to take for such stores the minimum wage and overtime pay exemption the law provides for retail establishments.

All employees of a store are exempt if (1) the shop makes 50 per cent of its annual dollar volume of sales within the state and (2) it can show that at least 75 per cent of its total annual dollar volume of sales are not for resale and are recognized as retail sales in the particular industry.

Usual sales of nursery stock to the general consuming public such as

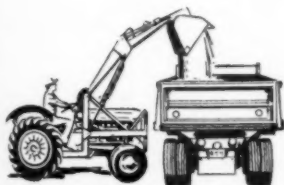


Measure the load, compare the price...see how **FORD GIVES YOU MORE!**



More Capacity Per Dollar

Ford Tractor-Loader gives you $\frac{1}{2}$ -ton load capacity at full lift . . . more than a ton breakaway capacity. Choice of buckets for many jobs.

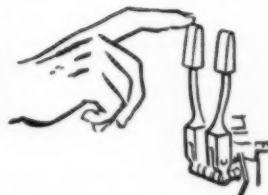


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Ford Industrial Loader provides 10' 10" lift from ground to bucket bottom . . . 26" reach at full lift. Load entire truck from one side.

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Ford Loader leaves side of tractor open. Wide, low step-plate enables operator to move quickly, safely and easily into seat, with no climbing.



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because they save more money!

AZALEAS RHODODENDRONS HOLLY

First-Class LINERS

For Spring Shipment
See Classified for
List of Varieties.

JAMES WELLS NURSERY, Inc.

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CANADIAN HEMLOCK BALSAM FIR

Northern Grown

2 to 4 ins., S.	100	1000
3 to 6 ins., S.	1.50	\$ 8.00
6 to 9 ins., S.	2.50	15.00
9 to 12 ins., S.	3.50	25.00
12 to 18 ins., S.	8.00	60.00
18 to 24 ins., S.	10.00	80.00
24 to 36 ins., S.	30.00	

Freshly collected. Well rooted. Fud-
dled and packed in sphagnum moss.
Catalog of plants, ferns, evergreens on
request.

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HIDDEN VALLEY NURSERY

offers *Gleditsia tricanthos*, *Carpinus caroliniana*,
Pistacia acrifolia, *Quercus palustris*, *Liquid-*
ambar styraciflua, *Acer rubrum*, *Fraxinus ameri-*
cana, *Morus alba*, *Robinia pseudoacacia*, *Betula*
papyrifera, *Celtis occidentalis*, *Catalpa speciosa*,
Pinus strobus, *Pinus nigra*.

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We never talk about the other fellow's
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liners. Ask for our wholesale list.

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QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California
Privet, Green Barberry, Red Barberry
(fine strain).

Seedlings and transplants.

DANEGGER'S HI-WAY NURSERY, INC.

P. O. Box 336 MILFORD, DEL.

householders or ordinary farmers are
recognized as retail sales. Typically,
these sales involve small quantities
and retail prices.

Sales involving large quantities
and special discounts from the nor-
mal retail price are generally not
recognized as retail sales. For exam-
ple, sales of fruit trees or nut trees
in lots of 100 at a 100 price to com-
mercial orchardists are not the kinds
of sales made to the general con-
suming public and are not recognized
as retail for exemption purposes.

It should also be understood that
sales for resale to other nurserymen
or dealers, regardless of the quantity
and price involved, must be added to
other nonretail sales when applying
the 75 per cent dollar volume test.

Overtime Compensation

If no exemption applies, an em-
ployee who is covered by the federal
wage-hour law must be paid one and
one-half times his regular rate for
all hours worked over 40 in any
work week.

When computing overtime pay,
the employer should remember that
hours cannot be averaged over two
or more work weeks. A work week is
seven 24-hour periods, but it need
not be the same as the calendar
week. It must begin at the same hour
and day each week. Once estab-
lished, an employee's work week may
not be changed unless the change is
intended to be permanent.

The regular rate usually is figured
by dividing all straight-time pay for
the week by the number of hours for
which it was paid. The regular rate
cannot be less than \$1 an hour, but
it may, of course, be more.

Child-Labor Provisions

Nurserymen should note that the
child-labor provisions of the federal
wage-hour law prohibit the employ-
ment of boys and girls under 16 years
of age in agriculture during school
hours for the school district where
the child lives while so employed.

In addition, the employer who is
not engaged in agriculture must ob-
serve the 16-year age minimum that
applies to general employment and
the 18-year minimum for hazardous
occupations. Such an employer may,
however, employ 14 and 15-year-olds
outside school hours in office and
sales jobs, under the following re-
strictions: (1) The child must work
no more than three hours on a school
day and no more than eight hours on
a non-school day; (2) he must work
no more than 18 hours in a week
during any part of which school is
in session and no more than 40 hours

Chinese Magnolias

Soulangeana nigra, dark purplish-
pink
Rustica rubra, pink
Pink superba, pink
Stellata (Star Magnolia), semi-
double, pure white
Alexandria, large, late pink
Lennei, pink
Soulangeana, pink
Alba superba, white
All 2-yr., 12 to 18 ins., on own
roots.

75¢ each

Minimum order, 5 of one kind.

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UNUSUAL PLANTS

ALANWOLD NURSERY
NESHAMINY, Bucks Co., PA.

FOR SPRING SHIPMENT

10,000 Red Barberry, 2-yr., S.,
9 to 12 ins.
2500 Red Barberry, 2-yr., S.,
12 to 18 ins.
2000 *Chamaecyparis plumosa aurea*,
2-yr., T.
1000 *Euonymus patens* (small-leaved),
2-yr., T.
1000 *Ilex glabra*, 2-yr., T.
200 *Prunus kwanzan*, 1-yr., whips,
2 to 3 ft.
350 *Prunus kwanzan*, 1-yr., whips,
3 to 4 ft.
5000 *Taxus cuspidata*, 2-yr., T.
5000 *Taxus cuspidata brevifolia*,
2-yr., T.

VERKADE'S NURSERIES
NEW LONDON, CONN.

OWN-ROOT HYBRID RHODODENDRON TRANSPLANTS

Available Spring, 1957
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R. D. No. 1 MOHNTON, PA.

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Christmas Tree Seedlings
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VUYK VAN NES

Vuykiana Azaleas, Hardy Forcing Hybrids
Ghent & Mollis Azaleas, Hybrid Rhododendrons
Clematis, Peonies, Astilbe, Dicentra
Red Maple, Copper Beech, Fancy Shrubs.
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SPRING SPECIALS

Euonymus Vegetus
Shrubs in Variety
Ornamental Trees in Variety
Fruit Trees in Variety
Wholesale trade list upon request.
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EAST ROCHESTER, N. Y.

during a week when there is no school, and (3) all his work must be done between 7 a. m. and 7 p. m.

The hazardous occupations order of most interest to the industry is the one that applies to the job of motor vehicle driver or driver's helper.

The law directly prohibits the employment of boys and girls below the minimum ages in interstate commerce or in the production of goods for interstate commerce. It also prohibits the shipment or delivery for shipment in interstate commerce by any producer, manufacturer or dealer of any goods produced in establishments in or about which minors have been illegally employed within 30 days prior to removal of the goods.

Failure to comply with the child-labor provisions can result in penalties. Employers can protect themselves against unintentional violation by requiring and keeping on file a certificate of age for each young employee which shows that he is the lawful age for his job. Age or employment certificates issued under state child-labor laws are accepted as proof of age in all states except Idaho, Mississippi, South Carolina and Texas, where federal certificates are issued.

What Records Must Be Kept?

Under the federal wage-hour law, employers are required to keep records which contain the name and address of each employee, his birth date if under 19, the hours he works and his earnings, including his regular rate for any week when overtime pay is required, and certain other specified items that most employers keep for their own information. No special form or order for the records is necessary.

The records that are to be maintained for exempt employees differ from those required for nonexempt employees.

Payroll records and certain other data must be kept for at least three years from date of entry. Supplementary records, such as time sheets and time cards, need be kept only two years from date of entry. Employers may keep microfilm copies of their records, provided facilities are made available to inspect the film and the employer is prepared to make any transcription of the information contained on the film, if requested by the divisions.

Complete information of what data should be recorded is available in the divisions' record-keeping regulations, part 516.

Firms that have covered employees are required to display a

EXTRA SALES POWER WITH COLOR ADVERTISING

in the

AMERICAN NURSERYMAN

Special A. A. N. Convention Number
to be published

JULY 15, 1957

Once each year advertisers have an opportunity to present their sales message to the nursery industry in full-page, full-color advertisements at a fraction of the cost usually charged. By printing all the color advertisements for the special issue in advance of the regular press run, we are able to offer these at an exceptionally low cost—just \$275.00 per page.

You are sure to want your firm prominently represented on the advertising pages of the 1957 Special A. A. N. Convention Number because:

- It is the largest and most outstanding issue of the year — and the only SPECIAL issue published.
- It contains special editorial material on the convention program, convention city, key men in the industry, etc. —assuring thorough readership.
- It carries a larger number of advertisements than any other issue and is retained by readers as a buying reference guide.

And a COLOR advertisement in that issue will give you
EXTRA SALES POWER.

Color forms for the special issue will close on May 1, and copy for your color advertisement will not be needed until then. BUT YOU SHOULD PLACE YOUR SPACE RESERVATION EARLY TO BE SURE OF RECEIVING A GOOD POSITION. WRITE NOW!

AMERICAN NURSERYMAN

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HYBRID RHODODENDRONS

OWN ROOT—KOSTER QUALITY

10 to 15 ins.....\$1.75

English Roseum Roseum Elegans

Catawbiense Grandiflorum

KOSTER NURSERY

BRIDGETON, N. J.

poster where employees can readily see it. This poster, which briefly outlines the law's provisions, may be obtained free from the divisions' nearest office.

It Pays to Know the Law

It is a sound dollars-and-cents proposition for every businessman to be sure that he is complying with the act. Most of those employers who have had to make unexpected payments of back wages to their employees have found themselves in this situation because they were not fully informed about the statutory requirements.

The federal wage-hour law provides three methods of recovering back pay due: (1) The divisions' administrator may supervise the payment of back wages to employees. (2) On the written request of employees, the Secretary of Labor may bring suit in certain cases against employers to recover back wages. (3) Employees may bring suit to recover back pay and liquidated damages equal in amount to the wages withheld, plus attorney's fees and court costs. The employee may not bring suit or recover liquidated damages if he has been paid back wages under the administrator's supervision, or if the Secretary of Labor sued for him.

Where to Obtain Information

The simplest way to avoid inadvertent violations of the fair labor standards act is to consult the United States Labor Department's wage and hour and public contracts divisions on any doubts. Inquiries are answered by mail, telephone or in person-to-person interviews, at any regional or field office. These offices also supply the divisions' publications free of charge. Regional offices are

MULTIFLORA ROSE

(*Rosa multiflora japonica*)

Upright, thorny-type, hardy, northern-grown stock, for conservation, living fences and budding understock. Our soil makes the finest fibrous roots. Our high quality is well known.

	Per 1000
1 to 3 mm. in caliper, 8 to 10 ins. in height.....	\$10.00
3 to 8 mm. in caliper, 10 to 24 ins. in height for conservation	22.50
4 to 6 mm. in caliper, 15 to 20 ins. in height for understock.....	25.00
6 to 8 mm. in caliper, 18 to 30 ins. in height.....	35.00

Free Packing

Less than 1000 add 30%.

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GLEN HEAD, N. Y.

PACHYSANDRA

Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

	Per 100	Per 1000	5000 or more
Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade...	\$5.00	\$42.50	\$40.00

Prepaid F.O.B. here in same shipment. Available for immediate shipment March through December. Shipments anywhere, including Canada. Good packing free. A good source of supply.

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Evergreens,
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and Shrubs

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VINELAND, N. J.

TAXUS

	Per 100
Cuspidata, T., 6 to 8 ins.	\$15.00
Media browni, T., 6 to 8 ins.	20.00
Media hickel, T., 6 to 8 ins.	20.00

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VIEWS MEXICAN NURSERY

On a recent trip to Mexico, Charles B. Staton, Possum Hollow Nurseries, Philadelphia, Pa., visited a small nursery, or arboretum, at Bandillero, Vera Cruz state, being operated by three maiden ladies, aged 72, 78 and 108. They are assisted by several children ranging from 8 to 12 years of age. Started as a hobby by the ladies' grandmother, the gardens contain many fine specimen camellias, azaleas and magnolias, which are used as stock plants and increased by air layering, Mr. Staton reports.

The ladies knew nothing of rooting hormones or polyethylene film and were most interested when Mr. Staton explained (in Spanish) how these products are used in propagation. He is sending them a supply of the plastic and the hormones to make their work easier.

NORTH JERSEY MEET

At a meeting of the North Jersey Metropolitan Nurserymen's Association held February 20 at the Peacock House, Mountain View, N. J., Raymond P. Korbobo, specialist in ornamental horticulture at Rutgers University, New Brunswick, was the guest speaker.

Talking on the future of the nursery industry, Mr. Korbobo anticipated more specialization in the industry, more use of landscape nurserymen, formation of more plant clinics, more use of better plant materials and more home planting, with greater sales of plants and allied products.

After Mr. Korbobo's talk, the group had its usual fine supper and period of good fellowship.

Edward S. Wyckoff

FRANK MARKHAM, taking on nursery work after retirement from 50 years as a florist, is organizing the Green Thumb Nursery at Regina, Sask., Canada.

HOMER HEFFELFINGER, growing evergreens for the past four years at Richland, Pa., will add pink dogwood and flowering crab apples to the stock produced.

TREE LIST FOR SPRING

	Per 100	Per 1000	Per 1000 in 10,000 lots
Colorado Blue Spruce			
(3-0), 3 to 6 ins.	\$ 6.00	\$ 30.00	....
(3-0), 6 to 10 ins.	10.00	50.00	....
Black Hills Spruce			
6 to 9 ins., XX	20.00	150.00	....
10 to 15 ins., XX	32.00	300.00	....
White Spruce			
(3-0), 4 to 8 ins.	10.00	42.00	40.00
Norway Spruce			
(3-0), 6 to 12 ins.	10.00	45.00	42.50
Douglas Fir			
(2-0), 3 to 6 ins.	8.00	30.00	28.00
4 to 8 ins., X	15.00	75.00	....
8 to 12 ins., X	20.00	125.00	....
Mugho Pine, Tyrolean, top-sheared			
(3-0), 3 to 5 ins.	12.00	60.00	....
Mugho Pine, Swiss Mt., sheared			
(3-2), 4 to 8 ins.	25.00	160.00	....
Taxus cuspidata capitata, sheared			
6 to 9 ins., XX	55.00	....	....
Riga Scotch Pine			
(2-0), 2 to 3 1/2 ins.	5.00	16.00	14.00

TERMS: Cash with order, please, unless established credit. 50 at 100 rate, 500 at 1000 rate, all seedlings sold in multiples of 50, all transplants sold in multiples of 10. Minimum order \$10.00. Packing charges included in price of trees.

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HARBOR SPRINGS, MICH.

Telephones: 123, 48 or 732

CERTIFIED BLUEBERRY PLANTS

Per 100 Per 1000
1-yr., rooted cuttings... \$ 8.00 \$ 70.00
6 to 12-in. plants..... 15.00 135.00
F.O.B. 20 Varieties

A. G. AMMON
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LYNWOOD GOLD FORSYTHIA

Recent import from Ireland. Full-flowered; deep golden color. Heavy, outdoor frame-rooted cuttings.
\$12.00 per 100, \$100.00 per 1000.
Mature shrubs, 2 to 3 ft., \$50.00 per 100
Mature shrubs, 3 to 4 ft., 60.00 per 100
BEARDSLEE NURSERY, Perry, O.

Specialists in PERENNIALS

SEEDS—PLANTS—BULBS
Perhaps America's largest list of unusual plant materials.
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PEARCE SEED COMPANY
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TAXUS

is our specialty.
Bed stock—Liners
Finished—Specimen.

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Hollies
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Quality Ornamentals
Since 1881

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America's Finest
ROSES • BULBS • PLANTS
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AMERICAN NURSERYMAN

PLANT NOTES HERE AND THERE

By C. W. Wood

Lewisia Species

When one tries to become an authority on any subject, as this writer has on the subject of perennials by a lifetime of study and experimentation, he is sure to run into some embarrassing situations. I was embarrassed recently when someone asked for an account of the genus *Lewisia* and I found myself in a rather muddled state on the subject. When I first commenced to think about the plants, it seemed the logical thing was to go over my notes, taken through the years, and make a composite picture from them. But I found the notes so contradictory from year to year, as new developments arose, that it will be necessary to start from scratch and do the best I can in the light of my later experiments, conclusions and reports from other experimenters. First of all, let me say that I shall not enter into the fruitless discussion of the systematic botanists who seem to delight in wrangling over the limits of *Lewisia* and *Oreobroma* and the synonymy among *L. cotyledon*, *howelli* and *finchi*.

The one deciduous species of garden value that I know is the bitter-root, state flower of Montana, *L. rediviva*. It is of special value in the east, where it usually adapts itself to the climate so long as the weather is fairly dry after the plant is through flowering. Give it good drainage and sunshine to make it thrive. In light, dry sand, it self-sows freely. With fall rains, the thickened rootstalk sends up a cluster of succulent, portulaca-like leaves, which remains until the approach of the hot, dry weather of early summer, when the plant commences the production of its incredibly large (for the size of the plant) floral saucers, like a water lily's, in waxy white or pink. If I remember correctly, this is the only species that is now rightly entitled to the name *Lewisia*, according to some authors.

Another deciduous species, *L. oppositifolia*, is often mentioned in garden literature, seldom enthusiastically by those who know the plant. It never made an impressive showing in northern Michigan, perhaps because it needs more moisture than my dry garden afforded, and it was not long-lived, perhaps for the same

reason. In a moist spot that is well drained, its rosette of blunt-ended, lanceolate leaves and its 6-inch stems of white (*rediviva*'s flowers are quite stemless) flowers may become deserving of attention.

There is a group of closely related kinds, found in the Siskiyou mountains, I believe, which have been delightful so far as I know them. In northern Michigan they did quite well for several years on a northward slope, protected from the midday sun and, by evergreen boughs, from alternate freezing and thawing after winter's snow had left. They delight in a deep, light soil, rich in leaf mold. No one but a specialist would need more than one of the following kinds: *Cotyledon*, *heckneri*, *howelli*, *finchi*, *purdi*. They all produce their white

or pink flowers in open heads on 6 to 10-inch stems.

Lewisia tweedyi is another matter—the most glorious of the *Lewisias* and one of the loveliest of all western plants. In fact, a well-known specimen is one of the most inspiring sights I ever hope to see in a garden. From a low rosette of broad, fleshy, dark green leaves arise short stems (four to eight inches in my trials), bearing large (the largest of the evergreen clan) flowers of an indescribably lovely shade of apricot salmon. I have also heard it described as a pale apricot, salmon pink, straw yellow and fawn. One must see the flower to appreciate its beauty.

Even more confusing than its color description is its culture as the books

MULTIFLORA ROSE

(*Rosa multiflora japonica*)

Conservation grade, 3 mm.

Per 1000

8 to 12 ins.	\$13.50
2/16 to 3/16-in. cal., 10 to 15 ins.	16.00
3/16 to 1/4-in. cal., 15 to 18 ins.	24.00
1/4 to 3/8-in. cal., 18 to 24 ins.	36.00

Plants will be top and root trimmed prior to shipping. All prices F.O.B. Elsberry. No packing charge.

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You will find us your best source of Multiflora whether you need a few plants or a few million.

**MISSOURI
GROWN
IS HARDY...**

FORREST KEELING NURSERY
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PIN OAK LINERS

	Each		Each
2 to 3 ft.	\$0.50	4 to 5 ft.	\$1.00
3 to 4 ft.75	5 to 6 ft.	1.50

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PHONE: 32161

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PYRACANTHA LALANDI

	Per 100
Rooted cuttings	\$10.00
2 1/4-in. pots	20.00
4-in. pots	50.00

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Cornus elegantissima, 18 to 24 ins.	.45
Cornus kelseyi (Dwarf Red Twig),	
15 to 18 ins.	.35
Cotoneaster divaricata, 2 to 3 ft.	.80
Cydonia Japonica (Pink), 2 to 3 ft.	.45
Deutzia lemoinei compacta,	
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18 to 24 ins.	1.25
24 to 30 ins.	1.50

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36 to 42 ins.	.35
Forsythia Arnold Dwarf, 15 to 18 ins.	.35
Forsythia Lynwood Gold and Spectabilis	
2 to 3 ft.	.35
3 to 4 ft.	.45
Hamamelis vernalis	
(Winter Flowering Witch Hazel)	
2 to 3 ft.	.45
3 to 4 ft.	.55
Hydrangea A.G., 18 to 24 ins.	.40
2 to 3 ft.	.45
Hydrangea macrophylla Rosea No. 1	
(Large French Pink)	.30
Hydrangea P.G., 2 to 3 ft.	.45

	Each 1000 rate
Hypericum kalmianum (Pot O' Gold).	
Profuse-blooming, hardy and widely	
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dwarf, compact shrub with silvery-	
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18 to 24 ins.	45.00

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24 to 30 ins.	.35
30 to 36 ins.	.45

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Lonicera fragrantissima	
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Lonicera zabeli, red, 3 to 4 ft.	.45
4 to 5 ft.	.60

	Each 1000 rate
Philadelphus virginialis, 2 to 3 ft.	\$.045
Prunus tomentosa, 18 to 24 ins.	.25
2 to 3 ft.	.35
Rhodotypos kerrioides, 2 to 3 ft.	.40
Ribes alpinum, 15 to 18 ins.	.45
Spiraea Anthony Waterer,	
18 to 24 ins.	.45
Spiraea arguta, 2 to 3 ft.	.40
Spiraea prunifolia, 3 to 4 ft.	.45
Spiraea thunbergii, 2 to 3 ft.	.45
Spiraea vanhouttei, 3 to 4 ft.	.35
Tamarix Summer Glo, pink	.35

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B&B	2.75
Viburnum lantana, 2 to 3 ft.	.45
Viburnum lentago (Nannyberry)	
3 to 4 ft.	.45
Viburnum prunifolium	
(Blackhaw), 2 to 3 ft.	.35
Viburnum wrightii, 2 to 3 ft.	.40

	Each 1000 rate
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2 to 3 ft.	.20
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	Each 1000 rate
Arborvitae, Dark Green American	
10 to 15 ins., 2-yr., T.T.	.30
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2-yr., 4 to 6 ins.	.10
Euonymus yedoensis	
2-yr., T., 6 to 9 ins.	.08
Cornus elegantissima	
15 to 18 ins., T.	.20
18 to 24 ins., T.	.25
Hydrangea macrophylla rosea	
(New French Pink)	.20
Koeleruteria paniculata (Golden Rain)	
2-yr., S., 18 to 24 ins.	.20
2-yr., S., 3 to 3 ft.	.30
Kolkwitzia amabilis	
2-yr., T., 10 to 15 ins.	.12
Ligustrum Regel's (True Type)	
9 to 12 ins.	.10
Ligustrum Vicary Golden, H. C.	.08½
Lonicera maximowiczii sachalinensis	
(Triple Red)	
12 to 18 ins., T.	.10
Prunus subhirtella pendula (Weeping Cherry), 2-yr., S., 18 to 24 ins.	.23
2 to 3 ft.	.30
Ribes alpinum, 6 to 9 ins., T.	.15
Syringa microphylla	
2-yr., T., 12 to 15 ins.	.17½
Viburnum burkwoodii	
2-yr., S., 18 to 24 ins.	.25
Viburnum tomentosum	
(Double File Viburnum)	
6 to 12 ins.	.10
Viburnum wrightii	
2-yr., S., 9 to 12 ins.	.08½

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treat the subject. Almost every conceivable idea has been employed to make the plant happy. Actually, it is not difficult to grow so long as it has plenty of moisture in spring and immediately after the flowering season, with a period of dry weather afterward, perfect drainage, some shade during the middle of the day and protection from freezing and thawing in the north. As propagation was covered in a recent issue, it need not be repeated now.

Dianthus Alpinus

In response to a request for a note on the culture of the alpine pink, Dianthus alpinus, I submit the following. First, though, let me say that cultural directions mentioned in this column through the years are based on experience in my garden and on observations made in other gardens, rarely on what I read in the books. In any case, they are thought to be best for my, or other local, conditions and may not be best for an individual reader, though

CHOICE SHRUBS

	Per 10	Per 100
CARYOPTERIS BLUE MIST (Blue Spiraea)		
No. 1 grade, 15 to 18 ins.	\$ 4.00	\$ 35.00
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18 to 24 ins.	6.50	60.00
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12 to 15 ins.	4.00	35.00
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30 to 36 ins., heavy	16.50	155.00
EUONYMUS PATENS		
12 to 15 ins.	6.00	50.00
15 to 18 ins.	7.00	60.00
EUONYMUS PATENS, Newport variety		
12 to 15 ins.	6.00	50.00
15 to 18 ins.	7.00	60.00
PHILADELPHUS VIRGINALIS		
2 to 3 ft.	5.00	45.00
VIBURNUM TOMENTOSUM		
2 to 3 ft.	6.50	60.00

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18 ins. and up **4.25**
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Rooted cuttings, outside frame...	\$10.00
2 1/4-in. pots, 1-yr.	15.00
1 1/2 to 1 3/4 ins., 2-yr., XX ..	35.00
2 1/4 to 3 1/4 ins., 3-yr., XX ..	50.00

GILSON GARDENS
PERRY, O.

they should form a good basis for further trials under any conditions of soil and temperature. These thoughts came to mind when I considered that almost no two gardeners agree on what it takes to make *D. alpinus* happy.

In the midst of conflicting reports of successes and failures with the plant, some of which claim it needs a limestone soil while others are equally positive that it requires acid conditions, is it any wonder that ordinary mortals, like you and me, approach it with a certain amount of awe, or perhaps more often keep away from it entirely? Yet, one's horticultural education will not be complete until *D. alpinus* grows from a seed to a canopy of large, round, clear pink flowers, on 3-inch stems, under his care. And in accomplishing that task he may find the exact conditions needed by the plant in his locality and thereby add something of value to the gardening community, stature to his prestige among his clients and a good sales item to his list. To get started along that path, he should try the following schedule:

The plant needs a situation that is partially shaded during the hottest part of the day—such as would be found where an open-headed tree casts its shadow from noon onward—but will not tolerate drip from tree branches. The spot should be perfectly drained, with the soil made up largely of sand, gravel and loam, with just enough leaf mold to give it a little body. Plenty of moisture is required during the growing season. These simple factors may, and often do, result in a brilliant performance, regardless of acidity or alkalinity of the soil. If the fates are kind, the plants may continue to bloom for years, although common sense tells the experienced gardener to keep young stock in reserve when he is handling anything as unpredictable as the alpine pink.

Dividing Monkshoods

An eastern reader writes as follows: "A friend tells me that your column, several years ago, contained directions for rapid increase of aconitums by dividing them in winter. Would you care to repeat it for the benefit of newcomers to the trade?" I do not locate the reference in my file of the American Nurseryman, but do find the following in my notes, largely made from observations around Painesville, O., where monkshoods were a specialty with two or three growers at that time.

Although seeding is usually recom-

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Here are a few items taken from our current wholesale list.

	100 rate	1000 rate
<i>Cotoneaster acutifolia</i> 12 to 18 ins., S.	\$0.14	\$0.12
<i>Cotoneaster praecox</i> 2-yr., T., S., 10 to 12 ins.50	.45
<i>Cotoneaster divaricata</i> 12 to 15 ins., S., 1-yr.16	.15
2-yr., S.20	.18
2-yr., T.30	.28

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mended as the best way to propagate monkshoods, some experienced growers will back me up when I say that division, when practiced along the lines outlined below, will prove to be the most satisfactory commercial method. Pot up healthy corms in late fall and leave them in a cold-frame until after hard freezing weather. They should then be removed to a cold house, where the temperature can be kept at 25 to 30 degrees at first. Gradually increase the temperature to 45 degrees by early March. New corms will have matured by planting-out time—about mid-April at latitude 40 and a little later farther north. These new corms should be broken off and set in the field. One's stock should at least double by this method, and that is a better and surer result than the average grower can expect from seeding.

Correction

In a recent issue the name *Platycodon nova* was used in this column as a supposedly valid name for a species of balloon flower that was being introduced this year. This was done on the authority of an amateur publication. I now find, what I suspected from the start, that it should be *Platycodon species nova*, which, translated into everyday language, means new species. And that means little to you and me, except that someone was in a hurry to get the product on the market. In the light of all this, I am of the opinion that it is the same thing that has been growing here for the past three years under label of *P. alpinum*. This confusion, however, should not be allowed to detract from the value of the plant.

Anemone Multifida

The name *Anemone multifida* is used to head this note because it will more readily identify to the older generation the plant which I have in mind. Perhaps, though, it might be well to devote a little space to the confused condition of the names.

I find in my 1942 notes that a plant under the name of *Anemone multifida* had proved to be a highly variable plant in its flower color. This is what I said then: "It has spread over northeastern North America, as far north as Hudson bay, across the continent to the Rockies and southward into Arizona. It is also said to inhabit extra-tropical South America." That was probably set down on the authority of the "Standard Cyclopaedia of Hor-

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Hillspire Juniper, 4 to 4½ ft.	\$5.00
Canaert Juniper, 2½ to 3 ft.	3.75
Canaert Juniper, 3 to 4 ft.	4.75
Blue Glauca Juniper, 3 ft.	3.75
American Arborvitae, 4 to 5 ft.	3.75
Pyramidal Arborvitae, 3 to 4 ft.	3.75
Pyramidal Arborvitae, 4 to 5 ft.	4.25
Globe Woodward Arborvitae, 12x12 ins.	2.25
Globe Woodward Arborvitae, 18x18 ins.	3.25
Pfitzer Juniper, 15x18 ins.	2.50
Pfitzer Juniper, 1½ to 2 ft.	3.25
Andorra Juniper, 1½ to 2 ft.	3.25
Honeysuckle zabeli (extra-heavy), 3 to 4 ft.	.70
Forsythia Spring Glory (extra-heavy), 2 to 3 ft.	.50
Moline Elm, 2-in. cal.	9.00
American Elm, 1¼ to 1½-in. cal.	3.00

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AZALEAS

	Per 10	Per 100
MOLLIS (Chinese Azalea)		
2-yr., bedded, T.T. \$225.00 per 1000		\$ 25.00
12 to 15 ins., B&B, with flower buds	\$14.50	125.00
15 to 18 ins., B&B, with flower buds	16.50	150.00
MUCRONULATA , rosy-lavender, fine with Forsythia		
12 to 15 ins., B&B, with flower buds	16.50	150.00
15 to 18 ins., B&B, with flower buds	20.00	175.00

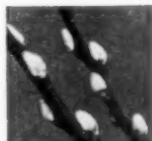
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	Per 100	Per 1000
2 to 3 ft.	\$35.00	\$300.00
18 to 24 ins.	30.00	250.00
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Linera	12.00	100.00

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One-Year Potted Stock, Cutting-Grown		
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<i>Buxus sempervirens</i> , 2½-in. pots, 6 to 8 ins.	22.50	200.00
<i>Cotoneaster zabeli</i> , 2-in. pots, 6 to 8 ins.	17.50
<i>Hedera helix</i> (Baltic Ivy), 6 to 10 ins., vines....	15.00	120.00
<i>Juniperus hetero</i> , 2-in. pots, 6 to 8 ins.	20.00	180.00
<i>Juniperus pfitzeriana</i> , 2-in. pots, 6 to 8 ins.	20.00	175.00
<i>Taxus hicksii</i> , 2½-in. pots, 4 to 8 ins.	22.50	200.00
Two-Year Potted Stock, Cutting-Grown		
<i>Buxus sempervirens</i> , 2½-in. pots, 6 to 8 ins.	27.50	225.00
<i>Cotoneaster apiculata</i> , 2½-in. pots, 4 to 8 ins.	22.50	.....
<i>Juniperus hetero</i> , 2½-in. pots, 6 to 8 ins.	22.50	200.00
<i>Pyracantha coccinea</i> <i>pauciflora</i> , 2-in. pots, 3 to 6 ins.	22.50	.....
<i>Pyracantha royaleana</i> , 2-in. pots, 3 to 6 ins.	22.50	.....
<i>Taxus cuspidata</i> , 2-in. pots, 6 to 9 ins.	20.00	180.00
<i>Taxus cuspidata</i> , 2½-in. pots, 6 to 9 ins.	22.50	200.00
<i>Taxus hicksii</i> , 2½-in. pots, 6 to 8 ins.	25.00	225.00
Transplanted Stock under Lath. Bare roots.		
<i>Arbutus vitae globosa</i> , 2-yr., 6 to 8 ins.	27.50	250.00
<i>Canadian Bittersweet</i> , 1-yr., 8 to 10 ins.	27.50	250.00
<i>Taxus cuspidata</i> , 1-yr., 6 to 8 ins.	32.50	300.00
<i>Taxus cuspidata</i> , 2-yr., 8 to 10 ins.	37.50	350.00
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<i>Cotoneaster apiculata</i> , 2-in. pots	22.50
<i>Mahonia aquifolium</i> , 2-in. pots	22.50
<i>Pyracantha coccinea</i> <i>lalandi</i> , 2-in. pots	20.00
<i>Pyracantha coccinea</i> <i>lalandi</i> , 2-in. pots cutting-grown	22.50
<i>Pyracantha royaleana</i> , 2-in. pots	20.00
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ticulture." By referring to "Hortus Second," I find that the northeastern form is now called *A. hudsoniana*, the one occurring in the northwest is called *A. globosa* and *A. multifida*, reportedly not in cultivation, is confined to South America.

Be that as it may, the plant that I refer to, presumably *A. hudsoniana*, in its better forms should sell well in the neighborhood nursery. It may take some searching to find the better forms, because it does not appear to be plentiful in gardens. It did well in northern Michigan in full sun or light shade, ignoring dry weather and other adverse conditions. In my trials it bloomed in June and usually part of July and again in autumn, sending up stems to eight inches, slightly more or less (Hortus says 20 inches), each bearing a showy, red flower, varying to greenish, it is said.

Transvaal Daisies

I visited a private garden last summer where the Transvaal daisy, *Gerbera jamesoni*, in the form known as Hersey Duplex is made much of as a cut flower. Because the plants varied so much in color, ranging all the way from pale pink, through other shades of that popular color, to orange, yellow and red (perhaps there were others which I did not notice), they made a rather poor impression as a landscape ornament; it would be easy, though, to isolate separate colors for that purpose, and the mixed colors were surely good for cutting. There were a few of the many-petaled daisies that reached five inches in diameter, and 3 or 4-inch blooms were common. The garden was north of the safe line for wintering these South Africans in the open; so they were lifted at the approach of cold weather and wintered in a protected frame. In the south, they could be left in the open, where they would tend to be everblooming, instead of summer and fall-flowering as they are in the north.

Lilium Golden Bunting

Even a passing acquaintance with the coral lily, *Lilium pumilum* (*L. tenuifolium* to us of the old school), is sufficient to produce a liking for the charmer. Now the coral red of the type has been changed to a clear yellow—a lovely shade, not too plentiful in lilies—in the variety Golden Bunting. It seems to have all the good points of the parent, including ease of culture and floriferousness (24 or more blooms on each graceful, 2-foot or taller stem). I have not grown it, but am told by those who should know that

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We have available a lighter grade of *Daphne* not quite up to our 6 to 9-in. potted grade, but a good heavy, 1-yr., field-grown liner, grown from a potted cutting. A real value at:
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it is as easy to grow as the type and is as permanent if planted correctly. Correct planting means placing the bulb about four inches deep in light, well-drained soil. I am also told that it increases slowly, which is no doubt the reason it is so seldom seen in nurseries.

PENN STATE COURSES

A nursery industry winter course has been added to the list of offerings by the college of agriculture, the Pennsylvania State University, University Park, Pa. Graduates of the course will be prepared for a career in the ornamental nursery industry. High school graduates 16 years of age or older are eligible for enrollment. The course is also open to out-of-state students.

The program consists of two 8-week periods a year for two years. In addition, a 6-month placement for on-the-job training is recommended. Instruction during the four 8-week terms will be held on the campus of the Pennsylvania State University, with the department of horticulture being primarily responsible for the training. During this period the training will consist of identification, propagation, production, culture, landscape value and maintenance of trees, shrubs, perennials and annual flowers. The management of greenhouses and other forcing structures will be studied as they pertain to the field.

The dates of the various terms are as follows: First term, November 4, 1957, to January 11, 1958; second term, February 2, 1958, to March 29, 1958; on-the-job training, April 15, 1958, to October 15, 1958 (approximate); third term, November 3, 1958, to January 14, 1959; fourth term, February 2, 1959, to March 27, 1959.

Further information and application blanks may be secured from the director of short courses, college of agriculture, at the university.

The Pennsylvania State University also offers a correspondence course on "Propagation of Plants." This course of 10 lessons deals with propagating of horticultural plants by sexual and vegetative methods, nursery management, breeding plants and producing seeds. Suggestions are given also on seed sowing, transplanting seedlings, equipment needed for plant propagation and seed certification. The course is without cost to residents of Pennsylvania; however, a charge of 25 cents per lesson is made to those outside the state.

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Streamliner	1.25	1.85	3.25	6.25
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Robinson	1.00	1.40	2.20	4.75
Armure	1.00	1.40	2.20	4.75
Catskill	1.00	1.40	2.20	4.75
Wis. 214	1.00	1.40	2.20	4.75
Jumbo	1.25	2.00	3.25	7.00

Pack-out prices quoted above are what each order will cost you shipped promptly and prepaid to your customers under your own tags, or we furnish tags without our name appearing on them. Pack-out shipments are guaranteed to satisfy your customers.

5 per cent off on above direct pack-out strawberry prices for cash with order or 30 days' payment.

Strawberry plants packed for store and lot sales in attractive packages of 25 plants. Prices are 75¢ each carton for Everbearing, except 20th Century, \$1.00, and Red Rich, \$2.50. Junebearing kinds are 50¢ per carton, all F.O.B.

DELIVERED PRICES ON PYRAMID GARDENS

5-ft. Aluminum Pyramid Gardens \$4.95 5-ft. Pyramid and 50 Superfection strawberry plants nationally advertised for \$9.95. Special price delivered direct\$5.95

ORDER FROM
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Allenore Nursery
EXCELSIOR, MINNESOTA

STRAWBERRIES
EXCLUSIVELY

NO WALLFLOWERS HERE
ONLY

PLANTS THAT SELL THEMSELVES

Are your plants the kind that need a lot of introducing and explaining or do they just seem to get up and walk right out with the customer? The following plants are all well known and unbeatable for sight sales.

	Per 10	Per 100
Delphinium Pacific Hybrids		
1-yr., No. 1	\$2.50	\$20.00
2-yr., No. 1	3.50	30.00
Daphne cneorum		
Pots	3.00	25.00
1-yr., field-grown	4.00	35.00
Shasta Daisy Majestic	3.00	25.00
Funkia Variegata		
3 to 5-eye	2.25	18.00
Hibiscus New Giants	2.25	18.00
Tritomas, all varieties	2.50	20.00

Phlox, good selection yet available.

2% discount allowed for cash with order.

Write for our complete list of phlox and popular plant material.

THE JOSEPH F. MARTIN CO., INC.

P. O. Box 189
PAINESVILLE, OHIO

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

SPECIAL PINK FRENCH PUSSY WILLOW

(Salix discolor)

Per 100 Per 1000
18 to 24 ins., 2 canes up \$15.00 \$125.00
2 to 3 ft., 2 canes up 20.00 175.00

KINGWOOD NURSERIES
MENTOR, O.

**RARE and UNUSUAL
BULBS**
FREE list on request
GROWERS EXCHANGE, Inc.
FARMINGTON 2, MICHIGAN

THERE'S EXTRA PROFIT IN EVERY LINER!



That's right. When you buy MN liners, there is an extra profit in it for you. Here's why. Unlike field-grown stock, MN pot-grown plants suffer no root system set back. You see, they never leave their original growing soil. This means husky root systems are "growing on" all the time—even while they are on the way to you.

When you buy MN liners you benefit from MN's research department which thoroughly tests new varieties, from scientific soil blending, and expert propagating of MN superior

stock which gives MN plants a better start. Even the packing department has you in mind when they pack MN liners free of charge in strong but light weight containers.

All this means your MN liners "grow-on" faster, huskier, and can be sold 6-12 months earlier. Remember too, that while you enjoy MN quality, so does your customer. Excellent results bring repeat business back to you. These are the reasons why there's an extra profit in every MN liner.



Have you our new catalog listing over 1200 quality plants. Many in full color.

FEW EXAMPLES OF OVER 1200 VARIETIES OF THE WORLD'S FINEST SELECTION

IN 2 1/4" POTS • MINIMUM QUANTITY, 25 PER VARIETY • FREE PACKING

VARIETY	Price per 100
GENERAL ORNAMENTALS	
Euonymus acuta	\$18.00
Euonymus europaeus	18.00
Euonymus fortunei carrierei	18.00
Euonymus japonicus aureo variegatus	20.00
Euonymus japonicus grandifolia	20.00
Forsythia Lynwood Gold	25.00
Forsythia Spring Glory	18.00
Ilex crenata convexa bullata	15.00
Ilex cornuta (seedlings)	20.00
Ilex cornuta burfordi	18.00
Ilex opaca East Palatka	18.00
Ilex vomitoria Dwarf Youpon	18.00
Ilex vomitoria Pride of Texas	18.00
Liquidambar styraciflua	18.00
Mahonia beali	20.00
Nandina domestica	15.00
Philadelphus virginalis	18.00
Prunus jacquemonti	18.00
Pyracantha cocci. wyatti	18.00
Pyracantha Government Red	18.00
Pyracantha victory	20.00
Spiraea reevesiana	15.00
Spiraea van houttei	15.00
Viburnum burkwoodi	20.00
Viburnum odoratissimum	18.00
Viburnum opulus sterile	18.00
Zelkova serrata	20.00

VARIETY	Price per 100
GENERAL ORNAMENTALS (Contd.)	
Euonymus acuta	\$18.00
Euonymus europaeus	18.00
Euonymus fortunei carrierei	18.00
Euonymus japonicus aureo variegatus	20.00
Euonymus japonicus grandifolia	20.00
Forsythia Lynwood Gold	25.00
Forsythia Spring Glory	18.00
Ilex crenata convexa bullata	15.00
Ilex cornuta (seedlings)	20.00
Ilex cornuta burfordi	18.00
Ilex opaca East Palatka	18.00
Ilex vomitoria Dwarf Youpon	18.00
Ilex vomitoria Pride of Texas	18.00
Liquidambar styraciflua	18.00
Mahonia beali	20.00
Nandina domestica	15.00
Philadelphus virginalis	18.00
Prunus jacquemonti	18.00
Pyracantha cocci. wyatti	18.00
Pyracantha Government Red	18.00
Pyracantha victory	20.00
Spiraea reevesiana	15.00
Spiraea van houttei	15.00
Viburnum burkwoodi	20.00
Viburnum odoratissimum	18.00
Viburnum opulus sterile	18.00
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Viburnum burkwoodi	20.00
Viburnum odoratissimum	18.00
Viburnum opulus sterile	18.00
Zelkova serrata	20.00

**For your convenience we invite
you to open an account with us**



MONROVIA NURSERY Co.

P.O. BOX Q, AZUSA, CALIFORNIA

DOGWOOD

Cornus florida

	Medium	Heavy
3 to 4 ft., B&B	\$ 2.00	\$ 3.00
4 to 5 ft., B&B	2.50	3.50
5 to 6 ft., B&B, fl. buds	3.50	5.50
6 to 7 ft., B&B, fl. buds	5.00	6.50
7 to 8 ft., B&B, fl. buds	6.00	7.50
8 to 9 ft., B&B, fl. buds	9.00	12.50
9 to 10 ft., B&B, fl. buds	12.00	18.00

Above are for single-stemmed and multiple trunk. Unless specified, orders will be balanced with each. All tightly burlapped, roped and nailed in rot-proof burlap. We are in a position to quote attractive prices on bare-root dogwoods in sizes 2 to 3 ft., 3 to 4 ft., 4 to 5 ft., 5 to 6 ft. Call for or delivery orders preferred.

All prices F.O.B. Delivery charges on request by our own trucks.

Euonymus alatus	
2 to 3 ft., B. R.	\$1.25
2 to 3 ft., B&B	1.75
3 to 4 ft., B. R.	1.75
3 to 4 ft., B&B	2.50

Euonymus alatus compactus	
15 to 18 ins., B. R. ....	.60
15 to 18 ins., B&B .....	.85
18 to 24 ins., B. R. ....	.80
18 to 24 ins., B&B	1.25
24 to 30 ins., B. R.	1.00
24 to 30 ins., B&B	1.50

Ribes alpinum (Alpine Currant) (Shade)	
18 to 24 ins., B&B	1.50
2 to 3 ft., B&B	2.00

Many other finished landscape materials: Birch—Pink Dogwood—Flowering Crab Apples—Flowering Cherries—Hawthorn—Mt. Ash—Barberry—Bay Berry—Double Mock Orange—Lilacs—Viburnum—Cotoneaster—Cornus Mas—Ilex—Euonymus (5 varieties)—Rhododendrons—Juniper—Arborvitae—Spruce and Pine—Many others.

See classified section in this issue

WADE & GATTON NURSERIES

Rt. 1, BELLVILLE, O.

Phone: BUtler 2-3191

GLADS, DAHLIAS, LILIES and other

Summer-flowering Bulbs

Send for wholesale price list and details of the STASSEN BULB PLAN for SPRING 1957 — including your own

4 Color, 4 Page Folder

\$37.50 per 1000 copies

Imprinted

Write for Samples



STASSEN

FLORAL GARDENS INC.
ROSLYN HEIGHTS, N. Y.

PROPAGATION OF PLANTS, by Kains and McQuesten. Nursery and greenhouse reference. 637 p., \$6.00.

American Nurseryman

Chicago 4.

Letters from Readers

WAGE AND HOUR PROBLEM

Recently the nursery industry experienced widespread investigation by the wage and hour personnel of the federal government. Representatives have been here, and we can make the following report.

It would pay all nurserymen, particularly growers and wholesalers, to scrutinize the law and its application to them. There are many little details that are too easily and too often overlooked, and these are the very things that cause unfavorable developments.

At Scottsville we felt sure that there would be no grounds for overtime or minimum wage application. So far as our regular work force was concerned, there was no difficulty; as growers, we are classed as agricultural, and minimum wages and overtime do not apply. However, in the office, the three secretaries come within the scope of the law, and overtime must be paid. The reason is that they are processing accounts from our Dallas office, which handles stock bought and resold in addition to that which is produced on our Scottsville farm.

One of the things that developed in this case was that, even though the office personnel was paid the minimum wage plus, it was not shown as being based on an hourly rate. Consequently, the rate paid over the past two years was figured on a basis of 40 hours, with time and one-half back pay found due for everything over the 40 hours through that 2-year period.

In Dallas, while we were paying the minimum wage, we were found with an obligation for as much as \$500 per man due as overtime pay. Our truck drivers, handling the same merchandise, probably working harder and considered much more capable men, are exempt. To keep them happy, we had to pay our drivers at a rate comparable to that of the other workmen. Furthermore, we were worried that some of our workmen, when given this much money, would disappear for one cause or another, as they are likely to do when they fall heir to more than a few dollars at a time.

In an effort to avoid overtime pay, we will hire more men and divide each man's week with a different day off, so that we wind up the

SPRING, 1957

Evergreens

Shrubs

Shade Trees

Fruit Trees

Amur River Privet, all sizes up to 3 to 4 ft., 3-yr., twice cut back.

Barberry Mentorensis, up to 2 to 3 ft.

Special price quantity lots.

C. M. HOBBS & SONS, INC.

BRIDGEPORT, IND.

Established 1875

HARDY PLANTS Bulbs and Shrubs

"America's Finest"

Write for Trade List

Springbrook Gardens

MENTOR, O.

NORTHERN-GROWN STOCK

Evergreen Liners

Bleeding Hearts

Ornamental Shrubs

Fruit Trees

French Lilacs

Philadelphus Minnesota Snowflake

(Plant Patent No. 538).

Send for list.

J. V. BAILEY NURSERIES

ST. PAUL 6, MINN.

Seedlings and Transplants

NEWPORT NURSERY CO.

NEWPORT, MICH.



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty

Write for Trade List

EVERGREEN NURSERY CO.

Established 1864 : STURGEON BAY, WIS.

HYPERICUM HIDECOTE	Per 100
Routed cuttings	\$12.00
Potted liners	18.00
GOLDEN VICARY PRIVET	
Routed cuttings	10.00
Potted liners	18.00

GILSON GARDENS
PERRY, O.

ORIENTAL MAGNOLIAS — SOULANGEANA ONLY

We have some well-budded *Magnolia soulangeana* in storage here. They can be picked up at planting time. Balled and burlapped as well as liners.

2 to 3 ft., B&B,	\$2.50 each
3 to 4 ft., B&B,	\$3.50 each
4 to 5 ft., B&B,	\$4.50 each
12 to 18 ins., liners,	\$40.00 per 100
18 to 24 ins., liners,	\$45.00 per 100
2 to 3 ft., liners,	\$55.00 per 100

CHIKAMING GARDENS, INC.

SAWYER, MICH.

Call: Adrian Van Ginhoven
Hazel 6-0348



Hardy Northern-Grown Stock at WHOLESALE

JEWELL NURSERIES, Inc.

Write for Price List.

Box 457, LAKE CITY, MINN.

week with only 40 hours' pay due each man. In other words, whereas we have been paying some of our Dallas common help \$1 an hour for 50 to 55 hours a week, to their satisfaction, we are going to cut their hours to 40. This means that we begin to worry whether they will leave us or not, because we know they will be unhappy with a \$40 check.

Even though these facts were explained to the government inspector, they meant nothing to him. The fact that we are having trouble getting enough help as it is and that we would need more to offset the shortage that would probably occur meant nothing. Every possible new arrangement of pay in the way of bonuses, travel costs, etc., offered as a means of keeping the men under the same arrangement of hours worked and final pay received was promptly claimed to be an illegal circumvention of the law.

This overtime might be serving a good purpose in some respects, but I am sure that in many, such as this, it is not. In fact, it is actually defeating the welfare of the worker and certainly of the employer.

Steve Verhalen,
Verhalen Nursery Co.,
Scottsville, Tex.

FINE QUALITY DOUGLAS FIR TRANSPLANTS

	Per 100	Per 1000
Douglas Fir, X, 4 to 8 ins.	\$15.00	\$ 75.00
Douglas Fir, X, 8 to 12 ins.	20.00	125.00

This stock of transplanted Douglas Fir is of fine quality, very well rooted and with good tops.

Refer to page 63 for general ad and terms.

MATTHEWS NURSERY HARBOR SPRINGS, MICH.

Telephones: 123, 48 or 732.

SHRUBS AND VINES FOR AMERICAN GARDENS, by Donald Wyman. Planting guide for florists and nurserymen. \$7.50. American Nurseryman, Chicago 4, Ill.

Hydrangea P. G.
Hydrangea P. G. (Tree Form)
Ornamental Trees
Grapevines, 1-yr.

Thorne Brewster

WILLOWBEND NURSERY
PERRY, O.

HANKOW CORKSCREW TREE (*Salix matsudana tortuosa*)

Unusual landscape, addition to tree lawn or shrub border. Branches both large and small grow upward with an exotic corkscrew twist.

A charming hardy Oriental tree that will delight you and your horticulturally interested customers.

	Per Each	Per Dozen
4 to 5 ft.	\$2.50	\$25.00
6 to 8 ft.	3.50	35.00

BEARDSLEE NURSERY
PERRY, OHIO

NORTHERN-GROWN STOCK

3-yr. SEEDLINGS

	Per 100	Per 1000
Colorado Blue Spruce 4 to 6 ins.	\$4.50	\$40.00
Black Hills Spruce 4 to 6 ins.	4.50	35.00
American Arborvitae 4 to 8 ins.	4.00	35.00
Austrian Pine 8 to 12 ins.	5.00	45.00
6 to 8 ins.	4.50	35.00
Ponderosa Pine 8 to 12 ins.	3.50	30.00

2-yr. SEEDLINGS

	Per 100	Per 1000
Colorado Blue Spruce 2 to 4 ins.	\$3.00	\$25.00
Black Hills Spruce 2 to 4 ins.	3.00	25.00
Mugho Pine, Dwarf Tyrolean 1 1/2 to 2 ins.	3.00	25.00
Scotch Pine, Riga 2 to 4 ins.	2.50	20.00
Ponderosa Pine, 2 to 4 ins.	2.50	20.00
Austrian Pine, 2 to 4 ins.	3.00	25.00
Norway Spruce, 2 to 4 ins.	3.00	25.00
American Arborvitae 2 to 4 ins.	3.00	25.00
Snowy Mountain Douglas Fir 2 to 4 ins.	3.50	30.00

TRANSPLANTS

4-yr. Transplants

	Per 100	Per 1000
Norway Spruce 12 to 15 ins.	\$18.00	\$150.00
10 to 12 ins.	15.00	120.00
8 to 10 ins.	12.00	100.00
Balsam Fir 12 to 15 ins.	20.00	150.00
10 to 12 ins.	15.00	120.00
8 to 10 ins.	10.00	80.00
American Arborvitae 12 to 15 ins.	18.00	150.00
10 to 12 ins.	15.00	120.00
8 to 10 ins.	10.00	80.00
White Spruce 6 to 10 ins.	12.00	100.00
4 to 6 ins.	8.00	70.00

J. R. PALMER & SON
BLACKDUCK, MINN.

PINE SEEDLINGS

for Christmas trees and reforestation.

	Per 100	Per 1000
SCOTCH PINE (2-0), 5 to 8 ins.	\$6.00	\$32.50
AUSTRIAN PINE (2-0), 4 to 7 ins.	6.00	32.50
SCOTCH PINE (3-0), 8 to 15 ins.	8.00	45.00

GUARANTEED PLANTING
by experienced crews.

Write for prices and wholesale price lists.

SMITH'S FOREST TREE NURSERY
P. O. Box 215 MAGNOLIA, O.

STANDARD GUARANTEE

It has been recognized for many years among nurserymen all over the United States that there is a definite need for a guarantee policy that is not only workable but is standard, or uniform, among all the nurseries in any given area.

Many attempts have been made toward this end, but little progress has followed. Some local groups have tried different methods of agreeing on a standard policy, and some have had a measure of success, but in general there is still little accord on this subject.

With all these things in mind, a group of local nurserymen in the Des Moines, Ia., area held several meetings during 1956 to try to work out difficulties in the matter of agreement on a guarantee. The problem was undoubtedly made easier this particular year by reason of the fact that almost everyone had suffered severe losses as the result of weather conditions in 1955 and 1956.

It was felt that the wording of the guarantee itself was not so important as the fact that the group was in agreement on the plan. It is not felt that the wording represents the ultimate objective or the best wording that could be had, but if every customer who goes into any nursery in the city sees the same sign everywhere, he will realize that the policy is a standard one and that the nurserymen are not doing something wrong when they ask him to pay one-half of the cost of a replaced shrub. Here is the guarantee:

STANDARD NURSERY STOCK GUARANTEE

We will resupply once, at one-half the original price, any tree, shrub, vine or evergreen (no other plants guaranteed) which fails to survive the first growing season, provided the plants have received proper care and that payment of the bill has been made when due.

All plant failures must be reported IN WRITING by September 1st. Labor for planting of all replacements is charged for on the same basis as new planting.

Des Moines Nurserymen's Association

This, of course, is not original with the Des Moines nurserymen, but was suggested by the guarantee adopted by the Twin Cities Nurserymen's Association at Minneapolis and St. Paul, Minn. That group used it with success for several years, which in itself was a helpful factor in selling it to the Des Moines nurserymen.

PERENNIALS

Transplanted Field-Grown Stock

	Per 100
1800 Lythrum, Morden Gleam	\$17.50
4000 Lythrum, Morden Gleam, Medium size	12.00
700 Shasta, Diener's Giant	17.50
400 Veronica, Icicle, white	17.50
300 Veronica, Minuet, dusty pink	25.00
1000 Vinca, Bowles	17.50
1500 Phlox subulata, Wild Rose	20.00

LINERS

Heuchera, selected Red	9.00
Heuchera, Red Prince, dark red	25.00
Veronica, Minuet, dusty pink	15.00
Iberis, Purty, very dwarf	10.00
Lythrum, Morden Rose	10.00
Phlox Subulata, Wild Rose	12.00
Phlox Subulata, Alexander's Surprise	12.00
Carnation Grenadin, assorted	3.50
Shasta, Diener's Giant	4.50
Mums, Minpink, Minnbronze	20.00

Send for Complete List.

Perkins
plants
lease

PERKINS BROS.
2591 Stillwater Rd.
ST. PAUL 6, MINN.

VIBURNUM CARLESI

Bushy, 4-yr., 15 to 18-in. plants, \$65.00 per 100. Ideal for canning or growing on.

Finished Viburnum carlesii and Viburnum rhytidophyllum in all grades through 3 1/2 ft. available

WYOMING NURSERIES

C. E. KERN
34 Vermont Ave.
CINCINNATI 15, O.

GARDEN MUMS

Rooted Cuttings

CUNNINGHAM GARDENS, INC.
Waldron, Ind.

OHIO'S LAKE COUNTY

One of the world's greatest nursery centers. Best soil for extensive roots. Lake Erie tempered for vigor.

Send for free booklet and map.

Names, locations and types of plants grown by 74 members representing 4,000 acres of the very finest nursery stock. Write to:

THE LAKE COUNTY NURSERYMEN'S ASSN.
Box 33, MENTOR, OHIO

Roses, Shrubs, Trees, Vines, Azaleas, Hollies, Rhododendrons, Evergreens, Fruit Trees, Perennials, Liners—Finished Stock—All Sizes

RED BARBERRY

	Per 1000
24 to 30 ins., heavy	\$500.00
18 to 24 ins., heavy	375.00

MOLNAR NURSERIES

R. F. D. 1 Narrows Road, PERRY, O.

Pursley VelvaGreen

Meyer Z-52
Emerald
Matrella

ZOYSIA GRASS



**PURSLEY
ZOYSIA
GRASS CO.**

NOW NEW LOWER PRICES...TO GET YOU MORE
NEW CUSTOMERS — **BIGGER PROFITS!**

WHY Home Owners Want and Will Pay More for ZOYSIA Grass

Pursley "Velva-Green" Zoysia is the most beautiful of all lawn grasses • Recommended by the U.S. Department of Agriculture • Requires fewer mowings, less fertilization and attention • Grows thicker, stronger, more beautiful with age • Chokes out weeds and crabgrass • Very tolerant of salt spray • Once established, requires less water • Grows in 'most any type of soil • Your customers will like Zoysia—and recommend it to their neighbors and friends!

MAKE HUGE PROFITS and Undersell the National Market

Zoysia is still scarce and retails at terrific prices • We can sell you Zoysia at unbeatable low wholesale prices because we have many acres under ideal, scientific cultivation the year 'round • Buying at Pursley's wholesale prices, you can afford to sell Zoysia at bargain prices to pull volume traffic—and STILL MAKE BIG PROFITS.

BE FIRST in Your Area to Sell ZOYSIA GRASS

All Pursley "Velva-Green" Zoysia Grass is uniform 12" cut stock—clean, mature, healthy—the finest obtainable anywhere • We deliver anywhere...bulk sod 12" x 12"...or packed in individual boxes, ready for sale.

ORDER NOW FOR SPRING DELIVERY

Write Today for Full Information and Price List

"WORLD'S LARGEST GROWER OF ZOYSIA GRASS"

Dept. AN CENTRAL AVE. at 31st ST. • ST. PETERSBURG, FLORIDA • Phone: 7-4363

The group does not pretend that there is no better guarantee in use elsewhere, but does feel better since this plan went into effect—and now can work toward improving it.

Signs were made by a local firm, using aluminum sheets, 2x3 feet. The printing was done by a silk-screen process with baked-on enamel. The end result is an attractive sign suitable for use either indoors or out, and most of the nurserymen have installed several of these signs at strategic locations in the nursery. The guarantee was also printed on 3x5-inch slips of paper and almost every customer gets one when he visits the nursery. Notices are also mailed with invoices and estimates, so that every customer gets to know what the nurserymen's policy is.

The cost of the aluminum signs was quite small, about \$6.50 each, by purchase of a minimum of 30 signs. Of course, the lettering screen is still in existence, so that reorders can be had at even lower cost.

A few signs were left out of the original order so they were taken to an Iowa nurserymen's meeting and offered for sale. The few on hand sold fast and there was interest in others. Eventually it is hoped to put this plan or something like it in effect all over Iowa. It is now being

25 MILLION SEEDLINGS

of

Scotch, Austrian and Red Pine

MCCURDY BROS. NURSERIES

MANTON, MICH.

ROSES

Quality and Service

**MENTOR
ROSE GROWERS, INC.**
MENTOR, O.

Get our price list before you buy

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.
ONARGA, ILL.

ARMINTROUT'S EVERGREEN NURSERY ALLEGAN, MICH.

Seedlings—Transplants
Finished Stock
Send for price list.

used in at least 10 other towns and cities, besides Des Moines, including one in Illinois.

R. W. Ferguson,
Robinson & Parnham,
Des Moines, Ia.

REMEMBER SHERMAN'S for . . .

Alpine Currant
Hydrangea P. G.
French Lilacs
Snowball
Shade Trees
Evergreens
Phlox
Peonies
Plum Seedlings
Lining-out Stock

Let us quote you on your requirements.

SHERMAN NURSERY CO.
CHARLES CITY, IA.

AMERICAN ASSOCIATION OF NURSERYMEN

RICHARD P. WHITE
EXECUTIVE VICE-PRESIDENT



636 SOUTHERN BLDG.,
WASHINGTON 5, D. C.

NURSERY GRANTS OPPOSED

Acting on the advice of its appropriations committee, the House of Representatives at Washington, D. C., on February 26 upheld the removal of \$4,000,000, ticketed for "assisting states in tree planting and reforestation," from the appropriations bill of the Department of the Interior. The appropriation was held unjustified at this time. The bill now goes to the Senate subcommittee on interior appropriations where the American Association of Nurserymen will seek the following actions: (a) Upholding of the action of the House in cutting the \$4,000,000 request, (b) elimination of a \$1,308,000 item for aiding states in tree seedling production and (c) elimination of \$6,500,000 from soil bank funds to assist states in tree-planting programs.

Report of the earlier action taken by the A. A. N. follows:

In an appearance before the House of Representatives subcommittee on interior appropriations February 4 at Washington, D. C., Richard P. White, executive vice-president of the American Association of Nurserymen, attacked pending requests in the 1958 federal budget for \$1,300,000 under section 4 of the Clarke-McNary act and for \$4,000,000 for assistance to states in tree planting.

The Clarke-McNary act, first to be taken up by Dr. White, provides for the appropriation of federal funds to stimulate the planting of trees for farm wood lot, shelterbelt and reforestation purposes. Section 4 provides for a program of production of seedlings by federal-state cooperation in the operation of state nurseries on a fund-matching basis.

Arguing against the proposed \$1,300,000 allocation for this purpose—the amount represents an increase of \$300,000 over the 1957 appropriation—Dr. White pointed out that elimination of this item would be in accord with the Hoover commission's recommendations in that it would reduce federal expenditures and eliminate one source of government competition with private taxpaying businesses, and that

the commission of intergovernmental relations in a 1955 report to the President had recommended repeal of the appropriation on the grounds that federal stimulus was no longer needed in forest planting.

In answer to the assertion that government-owned nurseries can sell forest seedlings more cheaply than commercial nurseries, Mr. White quoted from a 1956 budget bureau memorandum to the President. The memorandum points out that comparison of the operating costs of government and business is difficult and often misleading and that "the decision whether to continue or discontinue a government activity solely on an apparent cost basis runs counter to our concept that the government has ordinarily no right to compete in a private enterprise economy."

In an earlier appearance before

the House committee on agriculture, Dr. White had presented figures showing that the prices of commercial seedlings and government-grown seedlings were nearly identical when the price of the latter was increased by the amount of a private firm's costs from which government nurseries enjoy immunity. In this earlier testimony, Dr. White also produced evidence that private nurseries were interested in and capable of producing sufficient stock for farm wood lot, shelterbelt and reforestation purposes. He thereby refuted assertions that government production of stock for these purposes would not compete with private enterprise, since commercial nurseries were not interested in supplying such stock.

Repeating the statement he had made before the agricultural committee of the House of Representatives in January, when the \$4,000,000 fund for federal assistance to states in expanding their nursery facilities was first proposed, Dr. White asserted that this expense is contrary to the clear intent of Congress. He quoted a report of the House agricultural committee on the agricultural act of 1956—the act which authorizes the Secretary of

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Agriculture to "purchase or produce" conservation materials in carrying out the soil conservation reserve portion of the soil bank program.

The report emphasizes that government production of seedlings is to be undertaken only for reforestation, and then only to the extent of utilizing existing departmental nursery facilities, or to fill any definite deficiency which cannot be met by private nurseries; but that seedlings for the soil bank program are to be procured from private sources as long as these sources are adequate.

Dr. White maintained that, although federal nurseries technically have not expanded their facilities, the effect is the same when federal funds are used to expand state nurseries, and that no inability of private nurseries to meet the increased seedling demand created by the soil bank program has been established.

Noting that a United States Department of Agriculture memo estimated that almost \$10,000,000 would be necessary for nursery expansion to meet the anticipated seedling demand resulting from the soil bank act, Dr. White pointed out that this figure was almost 10 per cent of the total investments of all privately owned nurseries in the United States and therefore seemed hardly realistic.

Before expansion of state nurseries with federal funds can be justified, he said, the following would have to be determined: "1. On the basis of 1956 sign-up, what is the percentage of acreage in the conservation reserve being devoted to tree planting? 2. In what states is this tree-planting program significant in acreage involved? 3. What is the production capacity of taxpaying commercial nurseries in these areas?"

CAPACITY, COST TESTIMONY

The ability of commercial nurseries to produce tree seedlings to meet any reasonable needs of the soil bank program and to do so at prices comparable to those of federal and state subsidized nurseries was given supporting evidence in testimony presented by Ted Korves, of the Gurney Seed & Nursery Co., Yankton, S. D., before the House of Representatives committee on agriculture, at Washington, D. C., last January.

Mr. Korves provided data that indicated three member firms in South Dakota had increased their produc-



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tion of trees from 5,000,000 to 7,000,000, in 1956, an increase of 40 per cent. He stated, further, that this increase was not so great as had been planned, because of adverse weather conditions the past two years.

Anticipated increase at the same rate among other producing nurseries is vastly expanding the total of trees available, Mr. Korves indicated. For still greater production, commercial nurseries are able and willing to expand present facilities, he further declared.

Continuing his testimony, Mr. Korves attacked the often repeated statement that the costs of tree seedlings produced by privately owned commercial nurseries are out of line with the costs of seedlings produced by government nurseries. For a comparable product, he declared, the costs cannot be far apart, since it takes an equal amount of time to produce under either circumstance, the seed costs are comparable and the labor costs must be very similar. Overhead costs vary, but if all the costs of commercial production, such as taxes, insurance, supervisory personnel, sales costs, etc., were added to the cost of government production, even the overhead costs would not be far apart, declared Mr. Korves.

Government cost figures may be misleading, also, Mr. Korves stated, because in some cases subsidies are granted to government nurseries for all stock sold.

Another point to consider is that the government quotation may be for ungraded stock, which commercial nurserymen, with long experience, do not believe is satisfactory for planting in the open field, because the survival rate is too low. Commercial firms therefore include in their costs the expense of grading. To demonstrate the value of this work, Mr. Korves showed a bundle of ungraded row-run stock and a bundle of graded material typical of the stock now being supplied to farmers by tax-paying commercial nurseries.

HIGHWAY VEHICLE TAX

Nurserymen operating trucks with an unloaded weight of 13,000 pounds or more, or a loaded weight of more than 26,000 pounds, are required to pay a highway motor vehicle tax, forms for which (No. 2290) are available from district directors of internal revenue or from the American Association of Nurserymen. The A. A. N. calls attention to the tax,

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11/16-in. cal. and up.	Per 30	Per 250
4 to 5 ft.	\$0.90	\$0.85
9/16 to 11/16-in. cal., 4 ft.80	.75
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5/16 to 7/16-in. cal.,50	.45

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which was due January 31, 1957, in a recent edition of its News-letter and announces that copies of Publication No. 349, describing in detail who is liable for the tax, can also be obtained from any district director of internal revenue or from the A. A. N. office at 635 Southern building, Washington 5, D. C.

NEW PLANTING COMPETITION

The American Association of Nurserymen has announced the opening of its fifth annual "Plant America" industrial landscaping competition. An undetermined number of awards will be given on the basis of the quality of industrial landscape planting and beautification of three types of buildings, manufacturing and utilities, including research buildings; retail and service establishments, including office buildings, hotels, motels, apartment houses, restaurants, filling stations, stores, etc., and public and private institutions. Special awards will also be given for outstanding achievement not included in the foregoing classifications.

Those who own or operate the building landscaped or those who take part in the landscaping work may submit entries in the competition, providing, in the case of the latter group, that the organization entered is notified of the fact and consents. Entries, including photographs and descriptive material, must be submitted to the A. A. N. office at Washington, D. C., by September 1, 1957, and registration of intent to enter should be made as soon as convenient to Dr. Richard P. White, executive vice-president, at the same address. Further information on the competition can also be obtained by writing Dr. White at the Washington office.

CANADIAN AMENDMENT

An amendment to its plant inspection circular No. 10 was made effective December 5, 1956, by the plant protection division of the Canadian Department of Agriculture. Circular 10 prohibited importation into Canada of certain prepackaged nursery stock. The amendment, as reported in a recent American Association of Nurserymen News-letter, states that the restriction "relates only to a complete coverage of the portions of plants normally found above soil level." It also states that "any plant material covered with transparent

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18 to 24 ins., B&B	\$2.25 each
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4 to 5 ft., B&B	2.75 each
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1¼-in. cal., B.R.	1.75 each
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Chrysler Imperial (Pat. No. 1167), hybrid tea, red		\$1.60	\$1.40	Peace (Pat. No. 591), hybrid tea, creamy yel.		1.60	1.40
Circus (Pat. No. 1382), floribunda, yel.-orange.		1.60	1.40	Queen Elizabeth (Pat. No. 1259), grandiflora, rose-pink		1.60	1.40
Fashion (Pat. No. 789), floribunda, coral-peach.		1.25	1.10	Redcap (Pat. No. 1292), floribunda, red		1.25	1.10
Goldilocks (Pat. No. 672), floribunda, yellow		1.15	1.00	Roundelay (Pat. No. 1280), grandiflora, red		1.60	1.40
Mirandy (Pat. No. 632), hybrid tea, garnet-red.		1.40	1.25				
NONPATENTED—\$6.50 per 10; \$60.00 per 100.							
Ami Quinard , red				Edith Nellie Perkins , pink			
Caledonia , white				Etoile de Hollande , red			
Christopher Stone , yellow				Floradora , floribunda, red			
Condesa de Santiago , red and yellow				Frensham , floribunda, red			
Crimson Glory				Mrs. Du Pont , yellow			
Editor McFarland , pink				Mrs. E. P. Thom , yellow			
				Paul's Scarlet			

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Elberta			1500	2000
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Red Globe	190	450	375	175
Peach prices	60c ea.	50c ea.	40c ea.	30c ea.
APPLE	1-in. cal.	11/16-in. cal.	9/16-in. cal.	7/16-in. cal.
Yellow Delicious	200	500		150
Yellow Transparent	75	500	150	40
Apple prices	75c ea.	70c ea.	60c ea.	45c ea.
PLUM, on Myrobalan	11/16-in. cal.	9/16-in. cal.	7/16-in. cal.	5/16-in. cal.
Burbank	200	75	40	25
Plum prices	85c ea.	75c ea.	65c ea.	50c ea.

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(uncolored) wax will be accepted," whereas circular No. 10 had banned all prewaxed stock.

AIR ACADEMY CONTRACT

The federal project to landscape the new air force academy near Colorado Springs, Colo., which originally called for establishment of a government nursery to supply stock, now offers perhaps the biggest single landscaping contract on record, involving 208,360 units of plant material, it is stated in the American Association of Nurserymen's publication, Dividends.

A. A. N. opposition to the original plan was instrumental in obtaining elimination of the government nursery element, the article points out. Later the association was informed that the original landscaping would be done on contract, with all stock purchased. The air force now announces that the landscape contracting will be on prime contract, not subcontract. Sixty per cent of the plants are to be delivered in spring, 1958, and 40 per cent in spring, 1959.

The contract calls for 28,700 evergreen trees, 1,900 deciduous trees, 1,400 evergreen shrubs, 146,500 deciduous shrubs and 28,000 ground cover plants.

ILLINOIS GROUP ELECTS

At an election of officers for the Central Illinois Horticultural Association held February 25 at Peoria, G. W. Pugsley was named president; James Hoerr, vice-president; Charles W. Miller, secretary, and G. C. Sutton, treasurer.

The organization, with headquarters at Peoria, was formed in 1954 for the purpose of improving public relations and operating standards of the profession and plans to hold a number of educational institutes and conferences during the coming year.

NEW BARTLETT OFFICES

The Bartlett Tree Expert Co. moved recently into its new headquarters at 2770 Summer street, Stamford, Conn. Of contemporary design, the 2-story, L-shaped home office building was erected to meet the expanding needs of the firm and the increasing nation-wide interest in shade tree care.

PORTAGE NURSERY, operated by C. A. Bowsfield at McGregor, Minn., has completed a 35-foot addition to its greenhouse.

Selling Allied Lines

By Hal Simpson

The first thing we need at the entrance to the average place of business is a barrel of baseball bats, with a large, conspicuous sign stating: "Customers please take one of these to get salesman." Second, we need buttons to push that will play a record telling the different facts about the different merchandise we have for sale. Third, we need some field glasses and some bloodhounds to help customers find the merchandise they want when we do not even know where it is ourselves. We know we have it, however. Fourth, our customers should always bring the newspaper ads with them so we will know what we have advertised and how we have described it. Now this is not what we are doing; but truly it would help a lot. That is what we tell our boys at our sales meetings. Why?

Allied lines: First, it must be our answer to the chain market, department store and drugstore nursery competition. Why should shoppers come to a nursery when they can toss nursery purchases in the grocery shopping cart? The more items you have in the nursery, the more times the customers will need you, the more times they will think of you, and the more chance they will see an item and buy it while shopping at your nursery. They might see a particular shrub in bloom at that particular season, and with the proper sales approach, it might even start a whole new planting idea.

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We have tried to make our garden center a 1-stop shopping center for the do-it-yourself home lover—we do not sell just a trowel or spade to plant the item purchased, but a pruner to prune it; a stake to stake it; wire to wire it; nails to nail it; a hammer to drive the nails; a ladder to top it; tree rings to ring it; stepping stones to step to it; fertilizer to fertilize it; a hammock to lie in when the do-it-yourselfer gets tired and wants to rest and admire his workmanship; a cooler to keep the beer cool while he rests and char-

Talk given by Hal Simpson, Simpson's Garden Town, Pasadena, Calif., on "Selling Allied Lines," at the recent California refresher course for nurserymen at California State Polytechnic College, San Luis Obispo.

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coal to burn in the barbecue we sold him; some lighter fluid to light the charcoal; barbecue sauce for the steaks, etc. I will admit these are not all items with a 50 per cent markup; they are from 33½ per cent to 40 per cent. But you do not have to water them, you do not have to fertilize them and for the most part you do not have to sell them. They are all items people need to go with the *Applepus fastigiata*. You have to tell them where, when, why and how to plant. Sure, you made 50 per cent; but after it took someone three years to grow the item, it was so beautiful the customer just could not resist it. Then all of a sudden it dies. There must have been something wrong with it. You run out of answers, so you replace it.

To me, our nurseries have not scratched the surface in stocking the lines that rightfully belong to us. Surely these allied lines belong to us more than the nursery business belongs to the department, grocery and drug stores.

Long-Profit Lines

We do not need to take on the short-profit lines of the groceries—I have heard the disgruntled remarks of some nurserymen that we ought to sell groceries. With our overheads, where would we be? We need long-profit items, and believe me, there are plenty of items just waiting for aggressive nurserymen to stock. You would be surprised. Your customers will be thrilled that they can get them from you, pleased that after they make their shrub purchase from you they do not have to go to a dozen different places to obtain the necessary items to complete the project.

Credit: We feel that good charge accounts are another main advantage we have to bind customers closer to us and up our sales. Our credit losses are less than one half of 1 per cent of our charge sales. Most of these losses are from disputed bills over shrub losses or landscape misunderstandings and, I feel, mainly caused by laxity at the time of sale. By this I mean indifference of salesmen in seeing that the customer is fully informed.

Every charge account we have or have had for 25 years is on a Lindex strip rated A, B, C or W for watch, red for C. O. D., and some with the notation "see card in file." Each name has a 3x5 credit card with the credit information on it. All complaints, whether justified or not, are written up and a folder is made for the complaint file. When we feel the complaint is unjustified, a nota-

tion is made on a Linodex strip to "see card before charge is made." Then someone has an opportunity of reaching an understanding with the customer, to avoid future trouble.

Eliminating these chronic trouble-makers allows more time and pleasant effort to please the people that are keeping our business progressing.

No Self-Service

Serve yourself: I do not think the average nursery can get enough traffic to make a serve-yourself store pay. Did you ever hear of a serve-yourself establishment making a \$200 to \$500 or \$1,000 sale? If you had \$200 to spend would you go to a serve-yourself nursery? Wouldn't you rather go to someone who could tell you what to buy and why?

What nurserymen have to sell is service, knowledge, ideas. Nursery customers are hungry for this kind of treatment. Do not think they are just looking, and then keep on watering or talking to a salesman or a friend while stocking the shelves. By the time you get to the customers, they may have lost the idea, changed their minds or remembered a bill they should pay instead of buying from you.

The 69-cent drugstore camellias sold do not hurt us. They help; they put ideas in peoples' minds. Maybe the customers never had the desire for camellias until they got a bargain and saw the bloom and then liked it. Mom saw it and loved it; then Mothers' day came with the question of what to buy. Go to a nursery and get a big camellia for Mom. \$10?—we always spend \$10 on Mom.

Not a day goes by that customers do not want green stamps. Green stamps cost 3 per cent. Just another service, and sure, it helps; but more service, better attention and more alert salespersons will get more customer dollars than all the stamps in all the colors of the rainbow.

In closing: Do not be satisfied because you had a big day in your nursery—bigger days are ahead. Sales can be doubled with allied lines. This business belongs to nurserymen; and better still, nurserymen will get it and nobody will know the difference, because it is scattered over so many different types of businesses. Your customers will appreciate being able to get the many different items from you.

You can turn your poorest months into your biggest months and you will have more frequent contacts with your customers, thus knitting a closer tie-in and more uniform monthly sales.



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Fancy, bright-colored label. Full planting instructions on back of each label. Under normal conditions, plants can be kept on the counter for two weeks without any loss. Can be held longer if watered.

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Price per package of 25 plants

Dunlap	\$0.55
Premier60
Robinson60
Streamliner Everbearing75
Superfection Everbearing75
Gem Everbearing75

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Fresh dug for your order.

	Per 100	Per 1000
Dunlap	\$1.50	\$10.00
Premier	2.10	14.00
Robinson	1.80	12.00
Gem Everbearing	3.00	20.00
Streamliner Everbearing	3.00	20.00
Superfection Everbearing	3.00	20.00

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CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary
304 MITAU BUILDING SACRAMENTO 14, CALIF.

LOS ANGELES CHAPTER

A meeting of the Los Angeles chapter of the California Association of Nurserymen was held February 27, with 130 persons attending. President Charles S. Crum, Rosedale's Nurseries, Inc., Monrovia, introduced as guests, David Cunningham, C. A. N. president, and Willis Stribling, C. A. N. vice-president, and two new members, Michael Engel, Crest Landscape Co., San Gabriel, and Herbert Stevens, Stevens Nursery, Monrovia.

Taking over the plant forum section of the meeting, Lynn Mossholder, Mossholder Nursery, La Habra, showed seedlings of the hybrid azaleas that he is developing.

Six nurseries, all successful at their locations, were the subjects of a series of slides shown by Arthur Cox, who was also the photographer. As the slides were shown, a representative of each nursery commented briefly on the operation of his firm. The program brought out many new and interesting ideas. Those participating were Richard Griffin, sales manager, Armstrong Nurseries, Ontario; Harry Tum, manager, Rosedale's Nursery, Azusa; Charles Vogels, owner, Chuck's Nursery, Covina; Robert Duke, Simpson's Garden Town, Pasadena; Roger Rodecap, owner, Peerless Nursery, Huntington Park, and Neil Campbell, manager, Better Gardens, Arcadia. Harold J. Botts, Sec'y.

SAN JOAQUIN CHAPTER

The February meeting of the San Joaquin chapter of the California Association of Nurserymen was held February 21 at the Club Joaquin, Merced. Andy Caglia, chairman of the nominating committee, presented the name of Marion E. Gardner for vice-president to complete the unexpired term of Watt Kiester. Mr. Gardner was unanimously elected. President Robert Moffet instructed the new vice-president to select a nominee for the post of secretary-treasurer and to present the name at the next regular meeting.

Applications for membership were read. The chapter approved the fol-

lowing new members: Rose's Nursery, Fresno, and Sponslor's Nursery, Visalia.

Henry Kinsell, Sunshine Peat Co., presented an informative program on the various uses of his company's product and offered many merchandising tips for the retail nurseryman.

The next regular meeting was scheduled for March 27, in conjunction with the midyear state directors' meeting at the Hacienda motel, Fresno. M. E. Gardner, Sec'y.

NURSERY LICENSE TALK

At the joint meeting of the Redwood Empire, Central and Superior chapters of the California Association of Nurserymen February 12, reported in the March 15 issue, special interest was shown in a speech by Dugald Gillies, consultant executive secretary to the senate interim

committee of business and professional licenses. His topic was "What's the Score on Nursery Licenses."

The problems that nursery licensing should overcome, said Mr. Gillies, are misrepresentation, fraud and health hazards. At the present time, all one needs, in order to get a license, is a good moral character and \$15.

It is thought that a broader type of licensing, with an educational prerequisite, would be of help in keeping the ignorant and unqualified out of the nursery trade, the speaker continued. This would tend to upgrade the industry and give it a professional status.

But the state, in issuing a license, is primarily interested in protecting public health and safety. It cannot create prestige by rendering an industry more exclusive or setting standards so high as to limit the supply of a product.

In asking the state to license nurserymen, the industry has to prove a need for such a program to protect public health and safety, not merely to guard against fraud.

Mr. Gillies stated that the present trend is to try to drop licensing of some groups rather than add new classifications. He further stated that



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before such nursery licensing could become law, the term "nurseryman" would have to be carefully defined, educational and experience standards set up, exemptions arranged for those already doing business and administration and controls established.

Hugh Wallace

NEW CALIFORNIA GARDEN

The Aram C. Adams Memorial Garden, recently completed at Bakersfield, Calif., is the result of a year's work and planning by the Camellia Society of Kern County, the Kern County chapter of the California Association of Nurserymen and the Bakersfield park department.

Conceiving the idea of a garden to enhance the grounds of the Cunningham Memorial Art Gallery, the camellia society obtained two acres of land surrounding the gallery from the city park department and enlisted the aid of the nurserymen's association in the project. Proceeds from a garden show sponsored by the society in 1956 were used to purchase 130 Camellia sasanqua plants, and the nurserymen contributed 160 rosebushes, together with a plan for the garden designed by Karl Krauter, local landscape architect.

Augmenting this stock are 30 hy-

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brid tea rose plants, of varieties not yet introduced, given by the American Rose Society to be tested at the garden, and nearly 1,000 camellia plants donated by the public as individual memorials.

MEETING OF ARBORISTS

The California Arborists' Association held a meeting February 20 at the office of the San Mateo county agricultural commissioner at Redwood City. The attendance was one of the best in recent months. There was no speaker for the evening, the program committee having decided that once a year an evening should be devoted to routine business, announcements of general interest and informal around-the-table discussions of tree surgery and care.

It was announced that there would be a tree-planting ceremony at the Stanford convalescent home on California's Arbor day, March 7. This has been an annual affair planned by the home's authorities and Palo Alto civic leaders.

It was reported that Agricultural Commissioner Max Leonard, recently hospitalized after a heart attack, would be back to work in about a month.

Short reports were given by those who attended the nurserymen's institute at Berkeley, the turf conference at Palo Alto, the San Francisco regional meeting of the National Shade Tree Conference and a meeting of an advisory committee of horticulturists at the University of California in Berkeley to discuss the subjects to be covered at the university in the various courses in horticultural sciences. It was reported that arborists' training would be included in the training of men as landscape designers, nursery managers, park superintendents, golf course superintendents and landscape contractors. There was also a report on the last official meeting of the disbanding Horticultural Council. The organization will continue as a legal entity in case there should be a need for its reactivation.

The group was given a review of the program of the sectional meeting of the National Shade Tree conference, which was to be held at Reno, Nev., March 22 and 23.

An application for membership in the association from Walter Gibson was approved. In response to requests, Mr. Gibson, a walnut grower, gave some interesting information on walnut growing and processing.

After adjournment, the group en-

joyed coffee and doughnuts. The next meeting was scheduled for March 20. W. B. B.

CALIFORNIA NOTES

After a dry, cold winter, several rains over nearly all of the state have brought a good start for spring in the valleys and coastal areas of the state. Uplands are still under several feet of snow, and no nursery stock is being handled in those areas as yet. Where planting can be done, retail nurserymen report a fast pick-up in business since February 1. Wholesalers report that though they have increased plantings of nearly everything, many items are already sold out, and nothing seems to be in oversupply. Prices are about the same as a year ago.

Herbert Plath, H. Plath & Sons, San Francisco, has been elected a director of the San Mateo county floral fiesta.

Max Leonard, San Mateo county commissioner of agriculture, is spending the whole month of March recovering at his home from a heart attack which kept him in the Sequoia hospital at Redwood City for about three weeks.

Maunsell Van Rensselaer, director of the Saratoga Horticultural Foundation, Saratoga, spoke on "What's on the Horizon in New Shade and Ornamental Trees" at the regional meeting of the National Shade Tree Conference at San Francisco February 16. His talk was illustrated with color slides.

Tree surgeons and others with agricultural waste disposal problems have until October 1 to find a means of disposal other than open burning, according to an edict issued by the bay area air pollution control district. The ban will apply to big open dump fires and not to backyard barbecues, camp fires, fires to prevent agricultural disease or for fire control nor fireplace fires in homes.

Santa Clara county's annual blossom tours, sponsored by the Santa Clara county and the San Jose chambers of commerce, will be held March 17, 24 and 31. Those who go by car follow roadside direction signs posted by the authorities; those who go by the chartered busses meet at San Jose, and those who go by air fly in chartered planes from the San Jose municipal airport. Fees for the air and bus trips are nominal.

San Diego may be the location for the federally sponsored research on converting sea water to fresh water for California agriculturists. The House appropriations committee has



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Prices on nonpatented roses:
No. 1 grade, 250 and up, 55¢
No. 1 grade, 510 and up, 54¢
No. 2 grade, 50¢ per plant

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approved an extra \$1,159,000 for this project.

Burton Edwards, instructor in gardening and ornamental horticultural subjects at the San Mateo College, San Mateo, will resign from that post June 30 to become associated with the Davis Tree Service, Menlo Park, in charge of that organization's operations in agricultural pest control, largely on home gardens and estates on the peninsula.

Frank Anderson, retired superintendent of parks at Burlingame, is around again after several weeks' confinement to a hospital and his home following a fall from a ladder.

Phillip Parson, secretary of the California Arborists Association and formerly owner-operator of the Bay Pest Control Co., at San Mateo, has taken a position with the Yosemite Chemical Co., San Francisco.

Paul Hutchinson, of the Botanical Gardens of the University of California, spoke on succulent plants at the February meeting of the Palo Alto Garden Club.

James Lawrence Christensen was born in Mills hospital, San Mateo, January 16. He is the son of Mr. and Mrs. John Lawrence Christensen, of the Christensen Nursery, Belmont. His grandfather is Jule Christensen, who established the nursery, and his great-grandfather is a nurseryman in Norway.

Howard Kerrigan, of the Kerrigan Nurseries, Oakland, spoke on azaleas on the February 10 Green Thumb TV program.

The state department of highways awarded the contract for landscaping three tenths of a mile of highway near Los Gatos to Huetting & Schromm, Inc., Palo Alto. The bid for the job was \$15,410.

Clarence Hoff, Hallowell Seed Co., San Francisco, spoke on "Summer-Flowering Bulbs and Seeds to Plant Now" at the February 22 meeting of the Vista Del Mar Garden Club.

After 40 years' service as director of the Strybing Arboretum in Golden Gate park in San Francisco, Eric Walther is retiring.

Theodore Harpaiter has opened an office as landscape architect at Palo Alto.

The Christensen Nursery, Belmont, held its annual spring open house in February this year, after nursery rearrangement work, necessitated by the opening of a new street, which took away a part of one side of the old nursery and gave easy access to a 1,000-home subdivision.



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Lilies

Daffodils

Dr. E. P. Meinecke, one of the world's foremost forest pathologists, died in Notre Dame hospital, San Francisco, February 2. He was 87 years old, and in the days after his 1928 retirement from the United States Department of Agriculture was a much sought after speaker by local professional groups interested in trees and arboriculture.

James M. Whearty, father of James J. Whearty, treasurer of the Ferry-Morse Seed Co., Mountain View, died at San Jose February 19. W. B. B.

OREGON NOTES

The retail nursery committee of the Oregon Association of Nurserymen met March 7 at the Henry Thiele restaurant, Portland, with Reed Vollstedt, Reed's Garden Center, Eugene, chairman, in charge. Appointed vice-chairman was Robert Walker, Holgate Nursery. The committee set a series of meetings for spring and fall, at Portland, Salem and Eugene. Topics covered at the meeting were news releases, use of A. A. N. materials, methods of promoting nursery sales and the industry, special planting weeks, sales of gift certificates, related sales and suggestive selling, attractive sales displays and salesyards, refunds on gallon cans or other returnable items, advertising, out-of-state nursery salesmen and the Operation Home Improvement project.

Nurserymen of the Eugene area met February 27 to discuss chapter organization under the new bylaws of the state association. Reed Vollstedt, Reed's Garden Center, Eugene, called the meeting as chairman for the Eugene area. In addition to Mr. Vollstedt, those present were Ed Cross, Cross Landscape Service; Bruce Brechtbill, Brechtbill's Nursery; Tony Rhinholz, Eugene Wholesale Nursery; William Roper, Woodruff Nursery; Vern Cornelius, the Garden Shop; Jack Simons, Victoria Nursery, and Arthur Prescott, Prescott's for Gardeners. In addition to chapter organization, which will take place as soon as two more members are signed up, the group discussed advertising, charges and collections, door-to-door nursery salesmen, freeze damage and public relations. Meetings hereafter will be held every other month.

Carlton Nursery Co., Forest Grove, installed a beautiful display, including a waterfall, at the recent annual barbershop quartet festival held at Forest Grove.

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5/16-in. cal., 90c each
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Ash, Green, 6 to 8 ft., 8 to 6 ft., 4 to 5 ft.
Birch, Cut-leaved Weeping, 9 to 10 ft., 8 to 9 ft., 4 to 5 ft.
Birch, Clump, 7 to 8 ft., 6 to 7 ft., 2 to 3 ft.
Birch, European White, 10 to 12 ft., 6 to 8 ft., 5 to 6 ft.
Box Elder, Green, all sizes.
Elm, American, all sizes.
Elm, Chinese, 10 to 12 ft., 8 to 10 ft., 4 to 5 ft.
Hawthorn, Paul's Scarlet, branched, 5 to 6 ft., 4 to 5 ft., 3 to 4 ft.
Hawthorn, Paul's Scarlet, whips, 6 to 7 ft., 5 to 6 ft.
Locust, Black, 8 to 10 ft., 6 to 8 ft.
Locust, Globe, No. 1.
Maple, Fausse Black, whips, all sizes.
Maple, Silver, 8 to 8 ft., 5 to 6 ft., 4 to 5 ft.

Maple, Silver Var., br., 6 to 8 ft., 4 to 5 ft.
Maple, Silver Var., whips, all sizes.
Maple, Schwedler, br., 10 to 12 ft., 8 to 10 ft., 6 to 8 ft., 5 to 6 ft.
Maple, Schwedler, whips, all sizes.
Mulberry, Fruitless, 8 to 10 ft., 6 to 8 ft., 5 to 6 ft.
Plane Tree, European, 8 to 10 ft., 4 to 5 ft.
Plum, Flowering, Pissard, 6 to 7 ft., 5 to 6 ft., 4 to 5 ft.
Redbud, 4 to 5 ft., 3 to 4 ft.
Sweet Gum, 5 to 6 ft., 4 to 5 ft., 3 to 4 ft.
Tulip Tree, 10 to 12 ft., 8 to 10 ft.
Willow, Babylonica, 8 to 10 ft., 6 to 8 ft., 5 to 6 ft., 4 to 5 ft.
Willow, Golden, 8 to 10 ft., 6 to 8 ft., 5 to 6 ft., 4 to 5 ft., 3 to 4 ft.

Grafting season is here. Let us fill your supply needs.

Distributors of:

Goodrich rubber bud strips, write for prices.
Permaceil cloth grafting tape, 1/2-in. width
1 to 5 rolls, 80c each
5 to 95 rolls, 75c each
Full case of 96 rolls, 68c each

Treheal pruning and grafting paint
1 qt., 30c each; per case of 36, \$9.36
1 qt., 45c each; per case of 12, \$4.50
1 gal., \$1.00 each; per case of 6, \$5.58

Henckels, Corona, Smith and Case knives and shears.

ROSES — Field Grown

Patented and Nonpatented.
Finest in roses since 1935.
Write for new list and prices. Contracts and advance orders solicited.

PACIFIC NORTHWEST ROSE NURSERY

P. O. Box 261 GRESHAM, ORE.

RHODODENDRON AND EVERGREEN LINERS

In Season

J. B. WHALLEY

Rt. 2, Box 663 TROUTDALE, ORE.

Sam Rich, Rich & Sons Nursery, Hillsboro, chairman of the legislative committee of the Oregon Association of Nurserymen, and James Doty, Doty & Doerner Nursery, Portland, O. A. N. representative of the Oregon agricultural research and advisory council, attended a meeting of the agricultural committee at Salem February 25.

E. Mike Dering, Peterson & Dering, Scappoose, and Mr. and Mrs. Henry Hausch, Roseway Nurseries,

DOERFLERS have five solid acres of True Dwarf Buxus and Buxus Sempervirens, perfectly sheared to globe, pyramid and column, up to 7 ft.

DOERFLERS specialize in large shade, flowering and ornamental trees—also rare and dwarf stock, all completely root-pruned and moved regularly, therefore can be planted the year around.

One of the leaders in canned stock as well as field-grown.

F. A. DOERFLER & SONS

250 N. Lancaster Dr.
SALEM, ORE.

Beaverton, recently received in behalf of their respective firms the city of Portland's highest honor, the gold medal award, for outstanding roses introduced by them. The awards were presented at a recent meeting of the Portland Rose Society. Peterson & Dering received two awards, one for the rose Burnaby and the other for the rose Pink Favorite. Roseway Nurseries received its award for the rose Audie Murphy.

C. H. P.

CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the April 15 issue must be received by Friday, March 29.

Forms for May 1 issue will close Friday, April 12.

AZALEAS

AZALEA LINERS
A SELECTED LIST OF NEW VARIETIES, PROVEN SUPERIOR AFTER CAREFUL SELECTION.

Available in limited quantities for spring shipment, May 1. Japanese beetle certified.

GABLE VARIETIES: Cameo, Carol, Elizabeth Gable, Herbert, Lorna, Louise Gable, Mary Ann, Mary F. Hawkins, Purple Splendor, Rosebud, Rose Greely.

KURUME AND USDA VARIETIES: Addy Wery, Eureka, Good Times, H. H. Hume, Double Hino, Hino-Crimson, Majestic Pink, Mrs. L. C. Fletcher, Rose Banner.

GLENN DALE HYBRIDS: 40 varieties, selected for hardiness and outstanding merit, including Copperman, Crinoline, Dayspring, Fairy Bella, Glamour, Red Bird, Treasure, Wavelet and many others.

ALL VARIETIES, \$25.00 per 100.
JAMES S. WELLS NURSERY, INC.
P. O. Box 141 Red Bank, N. J.

STURDY STOCK.
WELL-ROOTED TRANSPLANTS
Azalea, hinodegirl.
\$15.00 per 100, \$125.00 per 1000,
\$1,100.00 per 10,000.

Finished field-grown Azaleas for landscape use.

Kaempferi and other varieties, such as Betty, Mauve, Flame, Purple King, Mary, H. M. Care, arnoldiana, indica alba, Hino-mayo, amoena.

	Each	10	100
12 to 15 ins., B&B	\$2.00	\$1.75	
15 to 18 ins., B&B	2.75	2.25	
18 to 24 ins., B&B	3.50	2.75	
24 to 30 ins., B&B	4.50	3.75	

Priced F.O.B. our nursery.
Packing and shipping extra.
DEKALB NURSERIES, INC.
P. O. Box 67 Norristown, Pa.
Phone Bkroadway 5-1597

AZALEAS
Thousands of fine quality, field-grown Azaleas, ready for spring delivery. Dense, bushy, heavily budded plants of all sizes up to 3 ft. 200 varieties of kurume, Glenn Dale, Gable, Kaempfer and many others. Extra nice plants priced right. Write for our trade list or visit our nursery.

ELDRIDGE'S NURSERY
717 Hillen Road Towson 4, Md.
Phone Valley 5-3824

AZALEA LINERS
DELIVERY SPRING, 1957.
Hinodegirl, in flats.
Coral Bella, in flats.
Delaware Valley White, in flats.
60 plants to the flat.
\$14.00 per 100, \$125.00 per 1000.
DELAWARE VALLEY NURSERY
948 N. Broad St. Elizabeth 3, N. J.

AZALEAS
Choice plants, bed-grown, irrigated, compact and well shaped. The growing of fine Azaleas is our business, not a sideline. Send for our list today.

BROADLEAF GARDENS
Route 13 Onley, Va.
Phone Onancock 528

AZALEAS
Hardy kurumes: Hinodegirl, Coral Bella, Snow, May Glory and Hexe. Bed-grown, irrigated, compact, Jap. beetle treated. Write for prices and information.
C. F. DALEY & SON, TASLEY, VA.
(Just off U. S. 13.)

AZALEAS
Deciduous varieties, grown from seeds in irrigated field beds; reliably hardy for landscape planting in sub-zero areas. Send for list.

BROOKFIELD GARDENS
Delaware, N. J.

ONLY 10,000 HINO-CRIMSON LINERS LEFT
4 to 6 ins., 25c each per 1000, 25c each per 5000. F.O.B. Will make 6 to 8 and 8 to 10-in. plants next season.

BROADLEAF GARDENS
Route 13 Onley, Va.

AZALEAS, LINERS
Large assortment of kurume, Glenn Dale and other evergreen Azaleas and Broadleaf Evergreen liners for spring.

THE TANKARD NURSERIES, Exmore, Va.
Field-grown Azaleas, hinodegirl, Hino-Crimson, Hexe, Coral Bella. Thousands of all sizes.
Davis Pine Point Nursery, Wachapreague, Va.

BARBERRIES

RED-LEAVED BARBERRY
(Atropurpurea) 2-yr. seedlings.

	Per 100	Per 1000
Lining-out	\$ 4.50	\$ 40.00
6 to 9 ins., branched	6.00	50.00
9 to 12 ins., branched	9.00	80.00
12 to 18 ins., branched	12.00	110.00
18 to 24 ins., branched	15.00	140.00

RED-LEAVED BARBERRY
(Atropurpurea) 4-yr. transplants

	Per 100	Per 1000
Heavy stock	\$24.00	\$200.00
9 to 12 ins.	25.00	240.00
12 to 24 ins.	32.00	280.00

GREEN BARBERRY
(Thunbergi) 4-yr. transplants.

	Per 100	Per 1000
9 to 12 ins.	\$20.00	\$150.00

DANEGGER'S HI-WAY NURSERY
Box 336 Milford, Del.

RED-LEAVED BARBERRY
(Berberis atropurpurea)

	Per 100	Per 1000
2-yr. seedlings, 1 branch up	\$4.50	\$35.00
17,000 6 to 9 ins.	5.00	40.00
33,000 9 to 12 ins.		

PETER BROUWER'S NURSERIES
24 Lester St. New London, Conn.

BERBERIS THUNBERGI
Atropurpurea, 18 to 24 ins.

	Per 100	Per 1000
Green, 18 to 24 ins.	\$35.00	\$300.00
Heavy 4-yr. stock		

THEODORE KLEIN NURSERIES
Crestwood, Ky.

BERRY PLANTS

BERRY PLANTS

	No. 1	No. 1
	transp.	suckers
RED RASPBERRIES	per 1000	per 1000
Chief, Sunrise	\$ 67.50	\$57.50
Latham, Newburgh, Taylor	72.50	62.50
Indian Summer, Williamette,		
Durham	77.50	67.50
September	95.00	85.00
BLACK RASPBERRIES		
Cumberland, Bristol	97.50	....
PURPLE RASPBERRY		
Sodua	115.00	52.50
DEWBERRY		
Lucretia	57.50	42.50
GOOSEBERRIES		
Downing, 2-yr., No. 1	30c each	30c each
Red Jacket, 2-yr., medium	30c each	30c each

List of other offerings upon request.
CONGDON'S WHOLESALE NURSERY
North Collins, N. Y.

BLACK RASPBERRY TRANSPLANTS
(Cumberland, Logan, Bristol.)

RED RASPBERRIES IN VARIETIES.
SORRY, SOLD OUT ON
NEW BURGUNDY RASPBERRY
(Plant patent No. 1567).
Fall, 1957, spring, 1958 orders accepted only.

GRAPEVINES
CONCORD, 2-yr., No. 1 and No. 2.
CONCORD, 1-yr., No. 1.
Write for price list.

LORETTO BROS. FRUIT & NURSERY
FARMS
Box 47 North Collins, N. Y.

STRAWBERRY PLANTS
Illinois-grown

Blakemore	\$ 7.50 per 1000
Senator Dunlap	7.50 per 1000
Tennessee Beauty	7.50 per 1000
Armstrong	8.50 per 1000
Robinson	8.50 per 1000
British Sovereign	11.00 per 1000
Gem (Everbearing)	12.50 per 1000
Superfection (Everbearing)	12.50 per 1000

ANNA NURSERY
Anna, Ill.

STATE INSPECTED STRAWBERRIES
Gem, \$10.50 per 1000; Dunlap, \$7.50 per 1000; Robinson, \$7.50 per 1000; Premier, Fairland, Temple, Early or Red June, \$8.50 per 1000. Cash with order. F.O.B.

ROLLING ACRES
14600 Riley St., R. 4 Holland, Mich.

STRAWBERRY PLANTS
Vigorous, northern-grown, double inspected.

Senator Dunlap	\$8.00 per 1000
Gem, everbearing	14.00 per 1000
Superfection, everbearing	16.00 per 1000

PELLETT GARDENS, ATLANTIC, IA.

ROYAL SEEDLESS GRAPE

(Former new Great Northern seedless blue Grape.) Nearly as large as Concord, but much sweeter, harder and heavier bearing. Just as vigorous and healthy. Ripens with Moore's Early, 15 years under test. As hardy as Beta. 2-yr. No. 1, 3 for \$6.00 cash. Plants that die replaced free if reported by August 1.

SCHWAB FRUIT FARM & NURSERY
220 N. 5th St. Mankato, Minn.

SCHWAB GOOSEBERRIES, large as Pluma.
New seedling (world's largest Gooseberry). Berries often 1½-in. in dia.; highest quality, hardy, very productive, very sweet. Wholesale, 1-yr., heavy, \$4.50 per 10; 2-yr., light, \$6.00 per 10; bearing also, \$7.50 per 10. 5 per cent discount for cash or free baling. Plants that die replaced at half price.

SCHWAB FRUIT FARM & NURSERY
220 N. 5th St. Mankato, Minn.

Strawberry plants, double inspected, northern-grown: Dunlap, Blakemore, Giant Robinson, Premier, Armore, 1000, \$8.00; 5000 up, \$7.50 per 1000. Giant Gem, Streamliner, Superfection everbearing, 1000, \$16.00; 5000 up, \$15.00 per 1000. These are young, healthy, moss-packed plants grown from virus-free stock, guaranteed to reach you in good growing condition.

Iowa Nursery, Farmington, Ia.

STRAWBERRY AND RASPBERRY PLANTS
Large, well-rooted plants, grown under irrigation; true to name, free of disease and insects. Superfection, Gem, Dorsett, \$12.00 per 1000; Streamliner and Radiance, \$16.00. No. 1 Raspberry plants, Latham and Newburg, \$50.00 per 1000.

McNEAL BERRY NURSERY
Hamilton, Mont.

STRAWBERRY PLANTS, WELL-ROOTED
Double inspected, irrigated. Per 1000

Dunlap	\$ 7.50
Blakemore	8.00
Robinson	8.00
Premier	11.00
Everbearing, Superfection and Gem	16.00

DOLLAR NURSERY, BLOOMFIELD, IA.

RASPBERRY PLANTS
The new Durham Everbearing red Raspberry, also Gatineau (very early) and September Everbearing.

Strawberry plants, 40 varieties. Write for wholesale price list.
WALTER K. MORSE & SON
Bradford, Mass.

EVERBEARING STRAWBERRY PLANTS
Streamliner and Superfection, \$15.00 per 1000; Gem, \$14.00; 20th Century, \$30.00. Latham Raspberry plants, \$45.00. Send for prices in large amounts.

Plants guaranteed true to name, all large, healthy, first-year plants.
DAVIS PLANT FARM, HAMILTON, MONT.

STRAWBERRY PLANTS
Blakemore, Missionary, Florida 90, Klondyke and Robinson, \$8.00 per 1000. Tennessee Beauty, Tennessee Shipper, Dixieland and Premier, \$10.00 per 1000. Pochontas, \$12.50 per 1000. Virus-free foundation stock.

MULLINS PLANT FARMS
410 Brookfield Ave. Chattanooga, Tenn.

STRAWBERRY PLANTS
Certified.
Blakemore, Mastodon, Everbearing, Tennessee Beauty, Tennessee Shipper, \$6.00 per 1000.

OTIS PACK & SONS NURSERY
Route 1 McMinnville, Tenn.

RASPBERRIES
Latham, red
Indian Summer, red; everbearing
Write for special quotations.
CHAMPION NURSERIES
Ferry, O.

BULBS AND TUBERS

A NEW BULB LIST EVERY MONTH!
WHOLESALE ONLY!
COMMERCIAL VARIETIES OF FLOWER BULBS ALL THROUGH THE YEAR!
OUR LIST IS READY FOR THE ASKING.
MAILINGS EVERY DAY!

GLADIOLUS
AND OTHER BULB LISTINGS,
ALSO SOME HARDY PERENNIALS,
READY NOW.

HARTFORD FARMS, HARTFORD, MICH.

QUALITY GLADIOLI BY THE MILLIONS

For jobbers and wholesalers.
Mark M. Sumida Bulb Farms will prepay freight charges to Chicago, Ill., or Trenton, N. J., on all orders amounting to \$100.00 or more placed before March 15, 1957. All you have to pay is express charges from Chicago or Trenton.

Priced per 1000.

Variety No.	1	2	3	4	5	6	pk.	bu.
Aristocrat	17	9	9	6	4	4	..	\$35
Bridal Orchid	..	9	6	4	..	..	..	30
Burma	..	9	6	4	..	..	..	30
Chamouny	..	17	9	6	4	..	..	35
C. D. Fortnam	..	17	9	6	4	..	..	30
Circe	22	17	9	6	4	..	..	50
Dieppe	..	17	9	6	4	..	..	35
D. arden	..	17	9	6	4	..	..	35
E. the Queen	..	17	9	6	4	..	..	35
Elmer's Rose	23	18	10	7	..	..	..	25
F. Nightingale	..	..	..	..	..	..	..	25
Francesca	25	20	15	12	9	35	..	..
Friendship	22	17	9	6	4	..	..	35
Gold	..	25	20	15	12	..	..	..
H. Hopkins	..	17	9	6	4	..	..	35
H. J. Desire	..	18	9	6	4	..	..	35
H. J. Bells	..	..	..	..	..	..	..	30
King David	..	18	10	6	..	..	..	50
Leif Ericson	..	20	12	9	..	..	..	..
M. Fischer	24	20	16	12	9	..	..	..
Oct. Sunshine	..	..	..	..	..	..	..	..
Patrol	..	18	10	6	..	..	..	..
Prof.	..	..	..	..	..	..	..	..
Goudriaan	30	25	20	16	10	..	..	..
Pur. Burma	50	40	25	18	..	30	100	..
Poinsettia	..	20	12	9	..	..	..	..
Red Charm	..	17	9	6	4	..	..	..
Sans Souci	..	18	10	6	..	..	..	11
Sierra Snow	24	20	12	8	5	75	..	..
Spic & Span	22	17	9	6	4	..	..	35
Spotlight	..	18	10	6	..	..	..	..
Sw. Sixteen	..	18	10	6	..	..	..	50
Salman's	..	25	20	16	..	..	..	..
Sensation	..	18	10	6	..	..	..	50
The Rajah	..	32	25	20	13	10	45	150
Tyrene	..	..	..	..	..	..	..	..
Valeria	..	..	..	..	..	..	..	..
Wedgewood	..	..	..	..	..	..	..	..
Wh. Goddess	..	13	9	6	..	..	..	35
Jumbo bulbs of Eliz. the Queen	..	..	..	..	..	..	..	\$25.00
Valeria	..	..	..	..	..	..	..	\$26.00 per 1000.

Priced per 100.

Nos.	1	2	3	4
Campbell	14.00	11.00	8.00	..
Harrisburger	..	4.00	3.50	3.00
Pink Chiffon	..	3.00	2.50	2.00
Prospector	..	5.50	4.50	3.50
Recompense	5.00	4.00	3.00	2.50
Snowclad	5.00	4.00	3.00	2.50
Traveler	5.00	4.00	3.00	2.50
Prices quoted are F.O.B. Ontario, Ore.	..	..	..	..
All stock offered subject to prior sale.	..	..	..	..
Terms: Net cash with order, or 25 per cent deposit, balance C.O.D.	..	..	..	..
Phone Midway 9-3761, Payette, Idaho.	..	..	..	..
MARK M. SUMIDA BULB FARMS	..	..	..	..
Route 2	..	..	..	Ontario, Ore.

DAHLIAS

LARGE-FLOWERING

D-Day, pink-rose	20c
Florists' Beauty, red and white	20c
Gallant Fox, red	14c
Jersey's Beauty, pink	25c
Michigan White, white	22c
Mrs. I. de Ver Warner, lavender	15c
Supt. Amhryn, pink and lavender	15c
Lemon Drop, yellow	15c
White Fawn, white	15c
POMPONS	..
Little Herman, red and white	12c
Mary Munns, lavender	12c
Peggy Wood, red, yellow and white	15c
Minimum order \$5.00.	..

Not less than 5 of a variety.

SEND FOR YOUR DAHLIA LIST.

LOUIS DANK

1170 Broadway New York, N. Y.

FANCY-LEAVED CALADIUMS

The finest of commercial named varieties.

Over 50 varieties. Fully upgraded.

No.	1	2	3	4
No. 1, 1/4 to 1 1/2 in.	12.00	10.00	8.00	6.00
No. 2, 1 to 1 1/2 in.	12.00	10.00	8.00	6.00
No. 1, 1 1/2 to 2 in.	18.00	16.00	14.00	12.00
Jumbo, 2 1/4 to 3 in.	25.00	23.00	21.00	19.00
Mammoth, 3 in. up	37.00	35.00	33.00	31.00
Minimum order \$5.00.	..	..	..	..

Send for our color chart.

LOUIS DANK

1170 Broadway New York 1, N. Y.

TUBEROUS BEGONIAS

Giant double-flowering Camellia type, 8 colors.

1 1/4 to 1 1/2 in. \$ 5.50 per 100, \$45.00 per 1000

1 1/2 to 2 in. \$ 8.50 per 100, \$75.00 per 1000

2 in. up \$ 12.50 per 100, \$115.00 per 1000

Double-flowering Carnation-type, 6 colors.

1 1/4 to 1 1/2 in. \$ 7.50 per 100, \$60.00 per 1000

1 1/2 to 2 in. \$ 11.50 per 100, \$100.00 per 1000

2 in. up \$ 15.00 per 100, \$140.00 per 1000

Minimum order \$5.00.

LOUIS DANK

1170 Broadway New York 1, N. Y.

Cannas, special, northern-grown, high vitality bulbs, 2 to 6 eyes. The President.

Red and Yellow Humbird, Mme. Crozy, 150.

\$10.00; 1000, \$50.00, F.O.B. Adams' Flower Gardens, New Martinsville, W. Va.

GLADIOLI GROWN ON OUR FARM

Very nice, healthy bulbs, selected for counter sale, in the following 10 varieties.
Alfred Nobel, deep rose, white blotch
Benjamin Britten, deep lavender, purple
Han Van Meegeren, dark yellow
Harry Hopkins, dark red
Jo Wagenaar, carmine-red, velvet shaded
Memorial Day, light purple with white stripe
Morning Kiss, tall white
Ravel, violet-blue with red blotch
Salman's Glory, creamy white with red blotch
Silhouette, smoky.

Total 1000 bulbs, 100 each of 10 varieties, separately packed. Large pictures of each variety, size 7 to 14 in., supplied free. Order now for spring shipment and we will hold the order for you.

PER COLLECTION

Jumbo size, 2-in. up \$35.00

Extra No. 1 size, 1 1/4 to 2 in. \$32.50

No. 1 size, 1 1/4 to 1 1/2 in. \$30.00

No. 2 size, 1 1/4 to 1 1/2 in. \$25.00

Ask for our complete price list.

NEW ENGLAND BULB CO.

Box 743 New London, Conn.

Phone GL 2-8809

DAHLIAS

A. D. Livoni, pink Ball	Each
Bonnie Blue Ball	7c
Commando, lavender Dec.	10c
Red Chief, bright red Ball	7c
Gallant Fox, red Dec.	8c
McCullough, 2-toned Ball	7c
Mrs. Geo. Le Boutillier, red Dec.	10c
Prince Albia, white Ball	7c
Sanhican's Monarch, rose-red Dec.	8c
Storm King, white Ball	7c

Planting stock of above.

\$3.50 per 100, \$30.00 per 1000.

\$2.00 minimum order.

NAGLE'S NURSERY

R. 2, Box 267 Decatur, Mich.

TUBEROUS-ROOTED BEGONIAS

Imported from Belgium.

We have a very nice stock of Double

Camellia-flowering in red, scarlet, pink, yellow,

white, orange, copper and salmon.

2 1/4 in. up \$14.00 per 100, \$130.00 per 1000

2 in. up \$12.50 per 100, \$115.00 per 1000

1 1/4 to 2 in. \$8.50 per 100, \$75.00 per 1000

1 1/4 to 1 1/2 in. \$5.50 per 100, \$47.50 per 1000

Total 500 bulbs at 1000 rate.

50 mixed, 2 in. up, \$6.50.

SPECIAL, 100 bulbs, total 8 colors: Labeled separate, 20 red, 20 scarlet, 10 bulbs of 6 other colors. Size, 2 1/4 in. up, \$14.75; 2 in. up, \$12.75; 1 1/4 to 1 1/2 in., \$5.75.

NEW ENGLAND BULB CO.

Box 743 New London, Conn.

Phone GL 2-8809

CAMELLIAS

CAMELLIAS

Strong, healthy, pot-grown Camellia Sasanqua.

1-yr.-old plants.

Shishigashira, double red

Showanosake, double pink

Pink Snow, double pink

\$20.00 per 100.

COTTAGE HILL NURSERY

4000 Japonica Lane Mobile, Ala.

CAMELLIA SASANQUA

IN GALLON CONTAINERS

Excellent for retail sales.

BROADLEAF GARDENS

Route 13 Onley, Va.

For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the April 15 issue to reach us by March 29.

Forms for May 1 issue will close Friday, April 12.

AMERICAN NURSERYMAN

343 S. Dearborn St.

CHICAGO 4, ILL.

CHRYSANTEMUMS

SELECTED HARDY CHRYSANTEMUMS

Field divisions.

Our divisions are selected from the most vigorous plants grown in the fields. These divisions are well-rooted and have been hand-trimmed, ready to plant in the fields. Our fields have all been treated with Chlordane for plant protection. In shipment the roots of the plants are protected with sphagnum moss and the tops with excelsior. Each variety is carefully labeled.

PRICES

100	\$ 5.00
500	22.00
1000	40.00

CUT AND DECORATIVE

Misty Maid, white	..
Cecil Beed, pink	..
Early Crimson, crimson	..
Delight, yellow	..
Red Cloud, red	..
Pathfinder, carnation-flowered yellow	..
Malinda Brown, excellent lavender-pink	..
General Marshall, variegated red	..
Remembrance, very dark red	..

LOW CUSHION

Allegro, salmon-pink	..
Purple Cushion, purple	..
Orange Cushion, brilliant orange	..
Little Eskimo, white Pompon	..
Santa Claus, red	..
Orchid Helen, lavender	..
Black Velvet, dark red	..
Golden Russet, yellow	..
Grace, white	..
Salute, reddish purple	..

Lomona, clustered yellow Pompon

Minimum order 25 of a variety. Begin shipping May 1. For additional varieties, send for price list.

W. S. YOE NURSERIES

Lake St. Madison, O.

HARDY GARDEN CHRYSANTEMUMS

Now booking orders for fall delivery; potted or balled in burlap. We grow the best suited varieties for resale. List of prices and varieties on request.

F. D. HENSLEY NURSERY

Carter Road Princeton, N. J.

We sell color! Selected hardy Chrysanthemum varieties for every area; extra rugged varieties from N.H. and Neb.; extra early varieties from Minn.; beauty and size from Ore. List.

Pine-Croft Nurseries, Exeter 3, N. H.

GARDEN CHRYSANTEMUMS.

Strong field divisions. Send for list of nearly 200 varieties.

ENGLERTH GARDENS

4652 S. Division Ave., Grand Rapids 8, Mich.

FLORETUM COLORFUL GARDEN MUMS

Varieties for early blooming, frost tolerance and winter hardiness. Ask for trade list.

PRAIRIE SOUTHWEST FLORETUM

Fall River, Kan.

CLEMATIS

CLEMATIS MONTANA RUBENS

(pink Anemone Clematis).

A strong, vigorous hardy variety thriving under most adverse conditions. Blooms profusely around Memorial day.

3 to 4 ft., staked, field-grown, br., \$100.00 per 100.

C. HOOGENDOORN

Turner Rd. Newport, R. I.

COTONEASTERS

COTONEASTER PRAECOX

This is one of the hardiest Cotoneasters which went through 20 degrees below zero without any harm. It has large berries like Cranberries which color up in the middle of August and remain on until very late fall. It grows rather flat and makes an ideal plant to combine with foundation plantings, especially with ranch-type houses. Also suitable for low hedge around curves and in places where plants have to be kept low so as not to obstruct one's vision. We can offer the following for 1957.

Per 100 Per 1000

Strong, 1-yr. seedlings, \$25.00 \$225.00

Transplants, 2-yr., 8 to 12 ins. 50.00 450.00

Cotoneaster horizontalis, strong

1-yr. seedlings, 4 to 6 ins. 10.00 90.00

2-yr. transplants, 8 to 10 ins. 50.00 450.00

Cotoneaster divaricata,

1-yr. seedlings, 10 to 15 ins. 10.00 90.00

2-yr. seedlings, 12 to 18 ins. 17.50 150.00

C. HOOGENDOORN

Turner Rd. Newport, R. I.

DOGWOODS

PINK DOGWOOD

5000 3 to 8 ft.

Extra heavy, 4 and 5-yr.-old.

WHITE DOGWOOD

10,000 3 to 13 ft.

VOYTERSHARK FARM NURSERIES

Corner of Naugatuck Ave. and

West Rutland Rd.

Milford, Conn.

DOGWOOD—Continued

WHITE-FLOWERING DOGWOOD		
Nursery-grown transplants.		
Heavy caliper, well-branched. Each		
3 to 4 ft., bare-root	.....	\$1.50
3 to 4 ft., B&B	.....	1.95
4 to 5 ft., bare-root	.....	2.00
4 to 5 ft., B&B	.....	2.25
5 to 6 ft., B&B	.....	3.25
6 to 7 ft., B&B	.....	4.50
7 to 8 ft., B&B	.....	6.00
8 to 9 ft., B&B	.....	8.00

We really have the buds this year.
Supply limited. Phone 396.
WHERRY'S NURSERIES, St. Marys, W. Va.

WHITE-FLOWERING DOGWOOD

(Cornus florida.) Transplants, B&B.		
5 to 6 ft.	.....	\$250.00 per 100
4 to 5 ft.	.....	200.00 per 100

HOLLY HILL FARM NURSERY
Ellisdale Rd. Allentown, N. J.
Phone CLEARwater 9-5216

EVERGREENS, Liners

POTTED AND FIELD LINERS		
	Per 100	Per 1000
Taxus media Adams		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	\$18.00	\$170.00
2-yr., 2 1/4-in. pots, 4 to 12 ins.	24.00	220.00
3-yr., 4 to 12 in., TT.	35.00	325.00
Taxus media browni		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	20.00	180.00
3-yr., 6 to 12 ins., TT.	35.00	325.00
Taxus capitata, adig.-grown		
3-yr., 2 1/4-in. pots, 3 to 6 ins.	22.50	200.00
3-yr., 2 1/4-in. pots, 4 to 8 ins.	27.50	250.00
Taxus cuspidata		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	18.00	170.00
Taxus cuspidata, semi-up		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	20.00	180.00
2-yr., 2 1/4-in. pots, 4 to 12 ins.	25.00	230.00
Taxus media halfiedi No. 18		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	20.00	180.00
3-yr., TT, 6 to 10 ins.	35.00	.....
Taxus media hicksi		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	18.00	170.00
Taxus media kelseyi		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	20.00	180.00
Taxus media mooni		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	18.00	170.00
Taxus media wardi		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	22.50	200.00
2-yr., 2 1/4-in. pots, 4 to 8 ins.	27.50	250.00
Juniper, Andorra compacta		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	20.00	180.00
Juniperus chin. pfitzeriana glauca (blue)		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	27.50	250.00
Juniperus chinensis adig.-grown		
3-yr., 2 1/4-in. pots, 6 to 12 ins.	25.00	220.00
Juniperus communis depressa aurea		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	20.00	180.00
Juniperus glauca hetzi		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	20.00	180.00
Juniper, Irish fastigiata		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	20.00	180.00
Juniperus chin. pfitzeriana		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	22.50	200.00
2-yr., TT, 6 to 12 ins.	30.00	275.00
3-yr., TT, 8 to 15 ins.	40.00	350.00
Thuja occidentalis elegantissima		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	20.00	180.00
Thuja occidentalis pyramidalis		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	18.00	170.00
Thuja occidentalis woodwardii		
1-yr., 2 1/4-in. pots, 4 to 6 ins.	18.00	170.00

Complete catalog on request.
HEASLEY'S NURSERIES
247 Freeport Rd. Butler, Pa.

SURPLUS LINERS

Husky, hardy, heavily rooted.		
Quantity	1-yr. transplants.	Per 100
300 Irish Juniper	\$19.00
300 Ilex crenata	19.00
2000 Taxus cuspidata	22.00
400 Taxus hicksi	22.00
2-yr. transplants.		
100 Andorra Juniper	\$27.00
200 Taxus hicksi	29.00
Rooted cuttings.		
1000 Taxus cuspidata	10.00

CRUMRINE NURSERY
R. D. 2 Alliance, O.

EVERGREEN SEEDLINGS

	100	1000
Scotch Pine, 2-0, 3 to 6 ins.	\$2.75	\$12.00
Douglas Fir, 2-0, 4 to 8 ins.	6.00	30.00
Douglas Fir, 2-0, 6 to 10 ins.	7.00	35.00
Douglas Fir, 2-0, 8 to 12 ins.	3.00	15.00
American Arborvitae, 2-0,		
3 to 6 ins.	5.00	25.00
Col. Blue Spruce, 2-0, 2 to 5 ins.	6.00	30.00
Col. Blue Spruce, 2-0, 4 to 8 ins.	8.00	40.00
Col. Blue Spruce, 3-0, 5 to 10 ins.	9.00	45.00
Norway Spruce, 2-0, 2 to 4 ins.	2.50	12.00

NEUNER'S EVERGREEN NURSERY
365 Eicher Rd. Pittsburgh 2, Pa.

NATIVE CANADA HEMLOCK SEEDLINGS
8 to 12 ins. \$40.00 per 1000
12 to 18 ins. 60.00 per 1000

Very good quality stock.
ST. REGIS TREE NURSERY
St. Regis Falls, N. Y.

EVERGREEN LINERS AND CUTTINGS

FIELD-GROWN TRANSPLANTS

HEAVY, TRACTOR-CULTIVATED STOCK

Each, 100 1000

Arborvitae, Pyramidal,	.....	45c	42c
Globe woodwardi,	.....	37c	35c
8 to 12 ins., 3-yr.	.....	45c	42c

POT-GROWN STOCK (FROM 2 1/4-IN. POTS)

Sprayed with Parathion annually. Potted

in special clay peat fertilizer mixture. Grown

in open lath house or outside frames. No

light, soft greenhouse-grown stock.

Each, 100 1000

Arborvitae, Am., 1-yr., 6 to 7 ins.	27c	25c
Globe woodwardi, 1-yr., 5 to 6 ins.	27c	25c
Pyramidal, 1-yr., 5 to 6 ins.	27c	25c

Juniperus pfitzeriana armstrongi,	.....	27c	25c
1-yr., 4 to 5 ins.	.....	27c	25c
chinesis pfitzeriana, 1-yr. pots,	.....	27c	25c

6 to 7 ins.	.....	27c	25c
2-yr. pots, 6 to 9 ins.	.....	30c	28c
glauca hetzi, 1-yr., 6 to 7 ins.	.....	27c	25c

<i>Taxus hicksi</i> , 2-yr., 5 to 6 ins.	30c	28c
<i>Euonymus alatus</i> comp., 2-yr.,	.....	22c
6 to 7 ins.	22c	20c

6 to 7 ins.....	22c	20c
Korean Boxwood 1-yr. 3 ins.....	22c	20c

burkwoodi, 2-yr., 6 to 9 ins.	30c	28c
2-yr., 6 to 9 ins.	.....	22c

HEAVY ROOTED CUTTINGS

From flats, growing outside in lath house.

Ready for delivery now.

These extra hardy, outside-grown cuttings

can be potted any time, spring, summer, fall.

No soft greenhouse-grown stock.

Each, 100 1000

Boxwood, Korean, hardy, 3 ins.	11c	10c
Boxwood, sempervirens, 9c	8c	8c
Euonymus alatus comp., 4 to 5 ins.	9c	8c

Juniperus glauca hetzi, 5 ins.	13c	12c
chinesis pfitzeriana, 6 to 7 ins.	13c	12c
Arborvitae, Pyramidal, 5 to 6 ins.	13c	12c

Arborvitae, Globe, 4 to 6 ins.	13c	12c
American, 5 to 6 ins.	13c	12c

TERMS: Packing and boxing free. 3 per

cent discount for cash with order.

Our stock guaranteed 100 per cent satis-

factory or return within 6 days for full

refund, plus full shipping charges paid.

250 plants of each variety at 1000 rate.

MIAMI NURSERY CO.

Corner of State Rts. 25 and 71

Tipp City, O.

EVERGREEN LINERS

Heavy, rooted, 2 1/4-in. pots.

Spring, 1957 delivery.

ARBORVITAE	100	1000
American, dark green	\$20.00	\$175.00
Globe Woodward	20.00	175.00
Pyramidal	20.00	175.00

JUNIPER	20.00	175.00
Andorra	20.00	180.00
Hetz	20.00	180.00
Pfitzer	25.00	200.00
Savin	20.00	180.00
Siberian	20.00	180.00

TAXUS	25.00	225.00
Capitata	25.00	225.00
Cuspidata	22.50	200.00

EVERGREEN SEEDLINGS

Stock grown on sandy loam.

Seed from selected seed sources.

ARBORVITAE, AMERICAN	100	1000
4 to 6 ins., 2-yr.	\$4.00	\$35.00
6 to 9 ins., 2-yr.	5.00	45.00

PINE, AUSTRIAN	5.00	45.00
6 to 9 ins., 2-yr.	5.00	45.00
2 to 4 ins., 2-yr.	4.00	35.00

4 to 6 ins., 3-yr.	5.00	45.00
PINE, NORWAY	4.50	40.00
9 to 12 ins., 3-yr.	5.50	50.00

PINE, PONDEROSA	4.50	40.00
6 to 9 ins., 3-yr.	5.50	50.00
9 to 12 ins., 3-yr.	6.50	60.00

PINE, WHITE	4.50	40.00
6 to 9 ins., 3-yr.	5.50	50.00
9 to 12 ins., 3-yr.	6.50	60.00

SPRUCE, BLACK HILLS	4.50	40.00
4 to 6 ins., 3-yr.	5.50	50.00
6 to 9 ins., 4-yr.	6.00	55.00

SPRUCE COLORADO BLUE	5.00	40.00
4 to 6 ins., 3-yr.	4.00	35.00
2 to 4 ins., 2-yr.	4.00	35.00

THE LAKE CITY NURSERIES, INC.

Lake City, Minn.

HEAVY ROOTED CUTTINGS

Per 100 Per 1000

Arborvitae, American, dark	\$0.10	\$0.09
green; 6 to 10 ins.	.....	.....
Arborvitae, Pyramidal,	.....	.....
6 to 10 ins.	.....	.....
Arborvitae, Globe, 4 to 8 ins.	.....	.....
Juniper, Hetz glauca,	.....	.....
6 to 10 ins.	.....	.....
Juniper, Pfitzer,	.....	.....
6 to 10 ins.	.....	.....
Juniper, Savin, 6 to 10 ins.	.....	.....
Juniper, Von Ehron, 6 to 10 ins.	.....	.....
Juniper, Andorra, 6 to 10 ins.	.....	.....
Taxus cuspidata, 6 to 10 ins.	.....	.....
Taxus hicksi, 6 to 10 ins.	.....	.....
Taxus hunnemanni, 6 to	.....	.....
10 ins.	.....	.....
Taxus capitata (leaders),	.....	.....
6 to 8 ins.	.....	.....

Spring delivery.

Cash with order earns free packing.

DE WINER'S NURSERY

653 Port Sheldon Rd.

Grandville, Mich.

LINING-OUT STOCK

ROOTED CUTTINGS Per 100 Per 1000

Arborvitae, woodwardi,	.....	\$0.10	\$0.09
4 to 6-in.	.....	.....	.....
Arborvitae, nigra, green,	.....	.....	.....
4 to 8-in.	.....	.....	.....
Arborvitae, Pyramidal, 4 to 10-	.....	.....	.....
Juniper, Andorra, 4 to 8-in.	.....	.....	.....
Juniper, Pfitzer, 4 to 8-in.	.....	.....	.....
Juniper, Hetz, 4 to 8-in.	.....	.....	.....
Juniper, Irish, 6 to 8-in.	.....	.....	.....
Taxus capitata (leaders),	.....	.....	.....
4 to 8-in.	.....	.....	.....
Taxus cuspidata, 6 to 8-in.	.....	.....	.....
Taxus hicksi, 6 to 8-in.	.....	.....	.....
1-YR. TRANSPLANTS	.....	.....	.....
Taxus cuspidata, 6 to 8-in.	.....	.....	.....
Taxus hicksi, 6 to 8-in.	.....	.....	.....
Taxus capitata (leaders),	.....	.....	.....
6 to 10-in.	.....	.....	.....
2-YR. TRANSPLANTS	.....	.....	.....
Juniper, Andorra, 10 to 12-in.	.....	.....	.....
Taxus cuspidata, 6 to 10-in.	.....	.....	.....
Taxus hicksi, 6 to 10-in.	.....	.....	.....
Arborvitae, nigra, green,	.....	.....	.....
8 to 10-in.	.....	.....	.....
3-YR. TRANSPLANTS	.....	.....	.....
Taxus hicksi, 6 to 10-in.	.....	.....	.....
50 of a variety at 100 rate.	.....	.....	.....
250 of a variety at 1000 rate.	.....	.....	.....

GRAFTS, 2 1/4-IN. AND 2 1/2-IN. POTS

Per 100 Per 1000

Juniper, Canaert	.....	\$0.65	\$0.60
Juniper, Burk	.....	.....	.....
Juniper, Keteleer	.....	.....	.....
Juniper, glauca	.....	.....	.....
80 of a variety at 100 rate.	.....	.....	.....
Grafted Koster Blue	.....	\$1.25	each

Free boxing.

2 per cent discount, cash with order.

DRAKE'S NURSERIES

G-4342 Branch Rd. Flint 6, Mich.

BED-GROWN LINERS

Satisfaction guaranteed on these fine liners.

Per 100 6 to 8 ins. 8 to 12 to 15

Taxus cuspidata, 6 to 10-in....	.30	.28
Taxus bicksi, 6 to 10-in.....	.30	.28

EVERGREENS			
ROOTED CUTTINGS	100	1000	
Arborvitae, American, 6 to 8 ins.	\$8.00	\$70.00	
Juniperus (Andorra) plumosa,			
6 to 8 ins.	8.00	70.00	
glauca hetzi, 6 to 8 ins.	8.00	70.00	
comm. hibernica (Irish), 5 to 6	8.00	70.00	
stricta (Spiny Greek), 6 to 8 ins.	8.00	70.00	
Retinosporas, 6 to 8 ins.	8.00	70.00	
Taxus cuspidata, 6 to 8 ins.	8.00	70.00	
Taxus media hickel, 6 to 8 ins.	9.00	80.00	
1-YR. TRANSPLANTS	Each, 100	1000	
Juniperus comm. suecica nana,			
4 to 5 ins.	\$0.30	\$0.25	
glauca hetzi, 8 to 10 ins.	.25	.20	
Retinosporas, 8 to 10 ins.	.22	.18	
Taxus cuspidata, 6 to 10 ins.	.25	.20	
2-YR. TRANSPLANTS			
Juniperus glauca hetzi, 10 to 12	.35	.30	
Retinosporas, 10 to 15 ins.	.35	.30	
Taxus cuspidata, 10 to 12 ins.	.35	.30	
3-YR. TRANSPLANTS			
Arborvitae, American, 12 to 15 ins.	.30	.25	
Juniperus glauca hetzi, 12 to 15	.45	.40	
Retinosporas, 18 to 21 ins.	.35	.30	
Taxus cuspidata, 12 to 15 ins.	.45	.40	
TERMS: Orders under \$100.00, cash with order, please; orders over \$100.00, 1/2 deposit.			
NEIDEL'S NURSERY & GREENHOUSE			
Mtd. Rt. 4, Hasson Heights Oil City, Pa.			

EVERGREENS			
CUTTINGS			
Blue Hets Juniper	7c		
Pfitzer Juniper	7c		
Andorra Juniper	7c		
Spreading Yew	9c		
Upright Yew	12c		
Ilex rotundifolia	5c		
Boxwood	5c		
BANDED AZALEAS			
Arborealis	15c		
Amesiae	15c		
Sherwood	15c		
CHARLES J. SANDERS			
Monongahela-Bentleyville Rd.			
Monongahela, Pa.			

EVERGREEN LINERS			
Out of 2-in. pots. Sturdy plants for spring shipment. Cash with order, no packing charges.			
ILEX CRENATA	Each, per 100		
RETINOSPORA PLUMOSA	\$0.17		
RETINOSPORA PLUMOSA AUREA	.16		
TAXUS CUSPIDATA CAPITATA	.20		
THUJA ELEGANTISSIMA	.18		
THUJA OCCIDENTALIS	.16		
We also have Azalea liners. Write for price list.			
AKEHURST NURSERIES			
Joppa Rd. Fullerton, Md.			
Phone Northfield 5-7588			

2-YEAR POTTED			
300 Hatfield Yew, 6 to 8 ins., 3-in. pots.	\$32.50	per 100	

WELL-ROOTED CUTTINGS			
Spring delivery			
Sargent Juniper, 5 to 8 ins.	\$0.12	\$0.11	
Andorra Juniper, 5 to 8 ins.	.10	.09 1/2	
Spreading Yew, 6 to 10 ins.	.10	.09 1/2	
Brown's Yew, 4 to 6 ins.	.11	.10	
Hatfield Yew, 4 to 6 ins.	.11	.10	
25 per cent deposit on C.O.D. orders; 2 per cent discount for cash. Free packing.			
WEST END GREENHOUSES			
Al Nordheden Urbana, Ill.			
1200 N. Goodwin Ave.			

EVERGREEN LINERS			
PFITZER JUNIPER	Each, 100	1000	
2 1/2-in. pots, 1-yr.	\$0.22 1/2	\$0.18 1/2	
BURK JUNIPER			
2 1/2-in. pots, 1-yr.	.27 1/2	.22 1/2	
ARMSTRONG PFITZER JUNIPER			
2-in. pots, 2-yr.	.26 1/2	.22 1/2	
WOODWARD GLOBE ARBORVITAE			
Field-grown, 4-yr.	.55	.50	
TERMS: Cash with order. Free packing.			
300 plants of one variety at 1000 rate.			
Not less than 50 of a variety.			
VOGE NURSERY			
New Lebanon, O.			

PINES			
Austrian Pine, 5 to 10 ins., 3-0,			
root-pruned	\$ 8.00	\$40.00	
Red Pine, 6 to 12 ins., 3-0,			
root-pruned	8.00	40.00	
White Pine, 4 to 10 ins., 3-0,			
root-pruned	8.00	40.00	
Scotch Pine, 8 to 24 ins., 4-0,			
twice undercut	16.00	80.00	
Scotch Pine, 12 to 18 ins., 4-1,			
transplants	30.00		
Scotch Pine, 8 to 12 ins.,	30.00		
Mugo Pine, 2 to 4 ins., 3-0,	5.00	35.00	
Route 3 FARM LANDSCAPE CO.			
Urbana, Ill.			

Picea engelmannii glauca, good color; 6-yr.,			
450 18 to 24 ins.	\$0.75	each	
270 15 to 18 ins.	.35	each	
380 12 to 15 ins.	.25	each	
800 8 to 12 ins.	.15	each	
300 Montana Douglas Fir, 6-yr., TT,			
15 to 24 ins.	.35	each	
350 Montana Abies grandis, 6-yr., TT,			
15 to 24 ins.	.35	each	
Alvin H. Schnellhardt, Rt. 1, Box 193-B,			
Poulsbo, Wash.			

ROOTED CUTTINGS			
Taxus cuspidata	Each, 100	1000	
media	11c	10c	
media andersoni	12c	11c	
media browni	13c	12c	
media hickel	13c	12c	
media Moon's Columnar	13c	12c	
media waldi	13c	12c	
media wymani	13c	12c	
repandans	13c	12c	
Juniperus sinensis pfitzeriana	13c	12c	
glauca hetzi	11c	10c	
ROOTED CUTTINGS, TRANSPLANTED			
Taxus cuspidata capitata (leaders)	.15c	14c	
Taxus cuspidata	.14c	13c	
Juniperus comm. hor. plumosa			
(Andorra)	.15c	14c	
J. BLAAUW & CO.			
(Wholesale Nurseries)			
Lincroft, N. J.			
Mailing addr.: P. O. Box 573, Red Bank, N. J.			

CONFIFERS			
Rooted cuttings for spring delivery.			
Baker, Bonita, Blue Spire, Blue Globe (same foliage as Blue Spire, only globe shape and very compact), Golden Bonita, Green Cone (known as upright Bonita).			
\$8.00 per 100, must be all one variety at 100 rate; \$7.50 per 1000, \$6.50 per 10,000, \$6.00 per 25,000 or more.			
The following in 2 1/2-in. pots: Baker, Bonita, Green Cone, Blue Spire, Excelsa, Dwarf Compact Pfitzer, Blue Globe, Mayhaw.			
\$18.00 per 100, \$150.00 per 1000.			
2-yr. seed bed Nandinas, \$4.50 per 100, \$35.00 per 1000.			
POPE NURSERY			
4020 Race St. Fort Worth, Tex.			

CANADA HEMLOCK			
Collected seedlings.			
6 to 9-in. seedlings	Per 100	Per 1000	
9 to 12-in. seedlings	\$4.00	\$20.00	
12 to 18-in. seedlings	6.00	45.00	
12 to 18-in. seedlings	9.00	70.00	
These are first-quality, bushy Hemlocks, carefully dug and packed in sphagnum moss in ventilated boxes.			
Send for complete list of lining-out stock.			
ISAAC LANLEY WILLIAMS			
Box AN Exeter, N. H.			

EUONYMUS PATENS			
Full plants, field-grown under irrigation.			
	Each	Each	
	per 10	per 100	
12 to 15 ins.	\$5.50	\$50.00	
15 to 18 ins.	7.00	65.00	
18 to 24 ins.	8.50	80.00	
2 1/2 to 3 ft.	11.00	100.00	
3 to 4 ft.	13.50	125.00	
Cash with order, no packing charge.			
HAGGERTY'S LANDSCAPE NURSERY			
Lincoln 6, Neb.			

5000 PFITZER JUNIPER			
18 to 24 ins.	\$2.00		

NICK'S NURSERY			
Anchorage, Ky.			
10 miles east of Louisville			

POTTED LINERS			
Euonymus patens, large leaved,			
1-yr. from 2 1/2-in. pots	.12c		
Pyracantha lalandi, 1-yr., from 3-in. pots	.25c		
Pfitzer Juniper, 1-yr., from 2 1/2-in. pots	.15c		
Savin Juniper, 2-yr., from 2 1/2-in. pots	.20c		
F.O.B. Kansas City. Cash, please.			

GLASSCOCK BROS.			
6119 Agnes Ave. Kansas City 30, Mo.			

PFITZER JUNIPER			
Blue and green.			
Good specimens, well-trimmed.			
2 to 2 1/2 ft.	\$4.00	each	
3 to 3 1/2 ft.	5.50	each	
F.O.B.			

TILLEY'S NURSERY			
Grand Island, Neb.			

POTTED LINERS, 2 1/2-IN.			
Ilex burfordi, 4 to 6 ins.	\$0.12		
Ilex rotundifolia, 4 to 6 ins.	.10		
Nandinas, 4 to 8 ins.	.10		

ROOTED CUTTINGS			
Ilex burfordi, 4 to 6 ins.	\$0.03 1/2		
Ilex rotundifolia, 4 to 6 ins.	.03 1/2		
115 N. Plymouth Huntsville, Ala.			

JAPANESE YEW			
Nice, large rooted cuttings.			
Also 1-yr. Yew in 2 1/2-in. bands.			
CREAST'S NURSERY			
Epsay, Pa.			

PFITZER JUNIPER			
Unrooted cuttings, 6 to 10 ins. long, \$10.00 per 1000. Cash.			
KRONE'S FLOWER SHOP AND NURSERY			
4221 Grand Ave. Fort Smith, Ark.			

NANDINA PLANTS			
3 to 4 ins. high; bed-grown, \$30.00 per 1000, 500 at 1000 rate. Cash.			
KRONE'S FLOWER SHOP & NURSERY			
4221 Grand Ave. Fort Smith, Ark.			

JUNIPERUS CHINENSIS BLUE VASE.			
\$20.00 per 100, \$180.00 per 1000.			
A Pfitzer sport of blue color.			
Never needs trimming for vase shape growth.			
Every bit as popular as Pfitzer.			
BRADSHAW'S NURSERY			
League City, Tex.			
Phone 8-4811.			

BALSAM FIR FOR CHRISTMAS TREES			
Round needle type, carefully collected, puddled and properly packed. These seedlings are tall enough to survive in heavy grass, weeds or trash in any plantation.			
8 to 12 ins., \$35.00; 15 to 20 ins., \$40.00 per 1000. Will ship 10 per cent extra stock with order of 5000 or over.			
ST. REGIS TREE NURSERY			
St. Regis Falls, N. Y.			

EUONYMUS RADICANS, UPRIGHT (Sarcocoe)			
2-in. pots	.....	\$0.15	
2 1/2-in. pots	.....	.20	

KRUMME NURSERY			
Carthage, Mo.			

EVERGREENS			
See our classified ad in this issue under LINING-OUT STOCK.			
T. G. OWEN & SONS, INC.			
Columbus, Miss.			

EVERGREENS, B&B			
EVERGREENS, B&B	Each		
Ilex crenata convexa, 15 to 18 ins.	.....	\$2.75	
Ilex crenata convexa, 18 to 24 ins.	.....	3.25	
Ilex rotundifolia, 15 to 18 ins.	.....	1.85	
Ilex rotundifolia, 18 to 24 ins.	.....	2.35	
Boxwood, 12 to 15 ins.	.....	1.75	
Boxwood, 15 to 18 ins.	.....	2.50	
Hick's Yew, 30 to 36 ins.	.....	4.00	
Hick's Yew, 36 to 42 ins.	.....	4.75	
OAK GROVE NURSERY			
J. F. Wuerdeman, Owner			
2121 Phelps St. Ashland, Ky.			

FORSYTHIAS

FORSYTHIAS	10	100
Lynwood Gold, 18 to 24 ins.	\$4.50	\$40.00
Lynwood Gold, 2 to 3 ft.	5.00	50.00
Spring Glory, 3 to 4 ft.	5.50	50.00
Spring Glory, 4 to 5 ft.	7.00	65.00
Spectabilis, suspensa, viridissima		
3 to 4 ft.	5.00	45.00
4 to 6 ft.	6.50	60.00

Write for free copy general wholesale price list offering both fruits and ornamentals.

WAYNESBORO NURSERIES, INC.
Waynesboro, Va.

FORSYTHIAS

FORSYTHIAS	Per 100	Per 1000
Spring Glory, 1-yr., hardwood, 18 to 24 ins.	\$18.00	\$150.00
Turner Rd. C. HOOGENDOORN		
Newport, R. I.		

FRUIT AND NUT TREES

CHINESE CHESTNUTS	Per 10	Per 100
2 to 3 ft., T.	\$ 6.50	\$ 55.00
3 to 4 ft., T.	9.00	80.00
4 to 5 ft., T.	13.00	120.00
Ask for complete wholesale price list.		
WAYNESBORO NURSERIES, INC.		
Waynesboro, Va.		
Chinese Chestnut, 3-yr., 2 to 3 ft., \$50.00 per 100; 3 to 4 ft., \$75.00 per 100; heavy, 5 to 6 ft., \$125.00 per 100. Heavy liners, 18 to 24 ins., \$30.00 per 100; light liners, 12 to 18 ins., \$10.00 per 100.		
Enterprise Nursery, Looneyville, W. Va.		

GARDENIAS

GARDENIAS	Per 100	Rooted cuttings 8-12 ins. 12-18 ins.
Mystery	\$10.00	\$12.50
Radicans	\$2.50	10.00
COTTAGE HILL NURSERY		
4000 Japonica Lane		Mobile, Ala.

GARDEN ROOTS

RHUBARB	
Chipman's Canada Red Rhubarb, No. 1 divisions, \$35.00 per 100. 25 divisions at the 100 rate.	
VAN DE MOORELL PERENNIAL GARDENS	
7250 18 $\frac{1}{2}$ Mile Rd. Utica, Mich.	
VICTORIA RHUBARB	
Excellent, stocky, tender strain.	
$\frac{1}{2}$ to 1-in., \$6.00 per 100, \$50.00 per 1000;	
1 to 1 $\frac{1}{2}$ -in., \$7.75 per 100, \$62.50 per 1000;	
1 $\frac{1}{2}$ to 3-in., \$12.50 per 100, \$125.00 per 1000.	
SPRING HILL NURSERIES CO.	
Tipp City, O.	
Chipman's Canada Red and MacDonald Red Rhubarb, good No. 1 divisions. Write for prices.	
Chapman's Berry Farm, East Leroy, Mich.	

GERANIUMS

1000 GERANIUMS	
4-in. pots, 3 to 4 branches, heavy; plenty in bloom and bud: Olympic, Better Times, Pink Flat, Mme. Landry, Appleblossom, Buchner. Developed from excellent blooming stock. Ready, now, \$4.00 per 100. Sorry, no shipping.	
MAGGIO'S NURSERY	
Deer Park Ave. Huntington, N. Y.	
Phone Deer Park 2-8893	

GRAPEVINES

CONCORD AND FREDONIA GRAPES	
2-yr., No. 1, \$85.00 per 1000.	
Concord, 1-yr., No. 1, \$45.00 per 1000.	
Write for our wholesale price list.	
ROLLER'S NURSERY, ROGERS, ARK.	
CONCORD GRAPEVINES	
Heavy, 2-yr., \$8.50 per 100, \$75.00 per 1000.	
HERMAN LOSELY & SON	
R. D. 1 Chagrin Falls, O.	

GRASS

MEYER Z-52 ZOYSIA LAWN GRASS
In economical, easy-to-keep turf form. Ideal for planting in new or old lawns. Makes a beautiful, dense turf that chokes out weeds and crab grass, cuts lawn work by over one-half. Thousands of square yds. sold, at up to \$45.00 per sq. yd., to people who are tired of lawn work. Our price enables you to sell cheaper or underbid other dealers. A sq. yd. equals about 400 2-in. round plugs; plants 300 to 400 sq. ft., only \$6.00, F.O.B. Auburn. With soil on roots Zoysia stays fresh indefinitely and can be sold like burlapped stock. We also have Matrella and Emerald. Posters and brochures FREE. Valuable 24x48-in. outdoor sign with \$50.00 order. Write for complete information. Truckload lots delivered at attractive discounts.

BECK'S ZOYSIA CO. Auburn 1, Ala.

KENTUCKY BLUE GRASS LAWN SEED
Right from our own meadows last June. Origin and date are pinpointed, quality too. 10 lbs., \$8.00; 25 lbs., \$19.50; 50 lbs., \$38.00; 100 lbs., \$74.00. All F.O.B. here, subject unsold.

WALNUT LAWN FARM

Route 2 Lexington, Ky.
ESTABLISHED 1841
CERTIFIED MEYER Z-52 ZOYSIA GRASS
Producers of Meyer Z-52 Zoysia.
\$50.00 per 1000, 2-in. plugs.
50-plug flats available for profitable retail display sales.
MIAMI NURSERY CO.
Corner of State Rts. 25 and 71
Tipp City, O.

GROUND COVERS

GROUND COVERS

SPRING 1957 DELIVERY.
QUALITY AND QUANTITY FOR LARGE LANDSCAPE JOBS AND GARDEN SHOP SALES.

	Per 100	Per 1000
EUONYMUS fortunei (ACUTUS)		
1-yr. pots	\$12.50	\$110.00
2-yr. pots	15.00	140.00
EUONYMUS fortunei COLORATUS		
1-yr. pots	12.50	110.00
2-yr. pots	15.00	140.00
AGUGA REPTANS RUBRA		
1-yr. pots	15.00	125.00
(200 AT THE 1000 RATE)		

CUNNINGHAM GARDENS, INC.
Waldron, Ind.

GROUND COVERS

GROUND COVERS	
Aguga genevensis, red and green-leaved, \$5.00 per 100.	
Aguga, variegated-leaved, \$10.00 per 100.	
Euonymus fortunei coloratus, Euonymus vegetus, Euonymus erectus, Euonymus patens, 3-yr., \$20.00 per 100.	
2-yr., \$15.00 per 100.	
1-yr., \$10.00 per 100.	
Vinca minor, variegated, Field-grown, \$30.00 per 100.	
HOPPERTON NURSERY	
P. O. Box 65 Naperville, Ill.	

VINCA MINOR

VINCA MINOR	
(Periwinkle, hardy Myrtle)	
15 to 25 canes, hand-tied clumps, extra nice, fresh handled, \$50.00 per 1000; over 5000, \$45.00 per 1000.	
Hall's Honeyuckle (halliana), 3-yr., branched, \$45.00 per 1000.	
Pachysandras, 1 and 2-yr., rooted cuttings, \$55.00 per 1000.	
Euonymus coloratus, 2-yr., br., \$60.00 per 1000. Direct sun mist propagated.	
H. C. WAUGH	
Gallipolis, O.	

ROUTE 1	
EUONYMUS FORTUNEI COLORATUS	
IDEAL FOR THE LANDSCAPER: quality plants that make the planting show up immediately. All plants field-grown 2 full years. Order now for spring delivery.	
10-99 100-299 300 up	
No. 1, heavy, 12 to 18 ins.	35c 33c 30c
No. 2, 12 to 15 ins.	27c 25c 22c
Please send remittance with order unless credit is established with us, 2 per cent off and free packing. F.O.B. here.	
MENTOR ROSE GROWERS, INC.	
445 Little Mt. Rd. Mentor, O.	

HARDY PLANTS

Seedlings for lining-out.

Healthy, young plants with strong roots, from seeds sown last June in sterilized soil. Aquilegia Dobbie's Imperial Hybrids Alyssum saxatile compactum Carnation grenadin, red, pink, white, King of the Blacks or Golden Sun Coreopsis Double Sunburst Delphiniums, Belladonna, Bellamosum or Blackmore and Langdon hybrids Digitalis (Foxglove) Giant Shirley Dianthus, plumarium or deltoidea Gaillardia Portola Hybrids Gypsophila paniculata (Baby's Breath) Hibiscus Mallow Marvels, mixed Hollyhocks, double mixed Iberis sempervirens (White Candytuft) Linum (blue or yellow fax) Oriental Poppy, scarlet Pyrethrum roseum, mixed Physalis (Chinese Lantern plant) Sweet Williams, mixed colors Tritoma (Red Hot Poker), early hybrids Veronica spicata, blue Shasta Daisy Alaska 25 plants of one color or variety, \$1.50. 100 plants of one color or variety, \$4.00. 1000 plants of one color or variety, \$30.00. Terms: Cash with order.

WALTERS GARDENS

ROUTE 2	
LYTHRUM MORDENS PINK	
Per 100 Per 1000	
1-yr., field-grown	\$16.00 \$150.00
PLANE VIEW NURSERY	
West Main Rd. Newport, R. I.	

PERENNIALS

Strong field-grown transplanted stock.

PERENNIALS	Per 100
AQUILEGIAS, Mrs. Scott Elliott's or Crimson Star	\$ 8.00
SHASTA DAISY Alaska	7.00
SHASTA DAISY Giant double	10.00
CARNATIONS, Grenadin, Black King, Golden Sun, Cardinal Red or mixed ..	7.00
CAMPANULAS (Cup-and-Saucer), mixed	7.00
DIGITALIS Shirley hybrids	7.00
GAILLARDIAS, Burgundy or Dazzler ..	7.00
DELPHINIUM Giant Pacific Galahad, 2-yr.	14.00
CUSHION MUMS, large field-grown clumps, bronze, red, pink, white and lavender	12.00
NORTH POLE NURSERY	
Cornucopia, Wis.	

HARDY FIELD-GROWN PERENNIALS

Aquilegias, 7 separate colors; Arabia, Artemisia, Astilbes, Aubrietas, Campanulas, Carnations, Chives, Delphinium Pacific Hybrids, 10 separate colors; Dianthus, Dicentra, Digitalis, Doronicums, Gaillardias, Geums, Lavender, Liatris, Russel Lupines, Lythrum, Myosotis, Phlox subulata, 15 varieties; Primroses, Pyrethrum Daisies, Shasta Daisy, Easter Red, Sedums, 10 varieties; Sweet Williams, Thymes, Tritomas, Trollius, Violas and Violets.

If you haven't received our list, send for it now, 100 or more good varieties.

All plants freshly dug for each order.

Orders taken now for spring delivery.

Shipping now.

GEORGE FRANK & SON

Penfield, N. Y.

HARDY PLANTS

Sweet Williams, double mixed Pansy Swiss Giants, mixed. English Daisies, mixed. \$4.00 per 100, \$30.00 per 1000, postpaid. Cash with order. 500 at the 1000 rate.

MARKAY NURSERY

Lake St. Middlefield, O.

Bleeding Hearts (Dicentra Spectabilis), 4 to 6 eyes. Holland imported. Now on hand in cold storage and can be shipped at once. Order now for spring shipment and we will hold the order for you.

Nice strong roots, \$280.00 per 1000; 250 roots at 1000 price, \$30.00 per 100, \$16.00 per 50, \$8.50 per 25, 75c per 12 roots. New England Bulb Co., Box 743, New London, Conn. Phone GI. 2-8809.

HARDY ASTERS

Violetta, Beechwood Challenger, Twinkle, Lady Maddocks, Pacific Amaranth, Oregon Snowbank, Little Red Boy, Mount Hood. Divisions, \$5.00 per 100.

SUNSET GARDENS

622 5th Ave. Edmonds, Wash.

FUNKIAS

Extra nice field-grown plants. Undulata variegata (silver variegated), caerulea (large green leaves) and lancifolia (narrow-leaved), 15c each per 100; 14c each per 1000.

Immediate shipment.

THE CZ NURSERIES, INC.

Wholesale growers Madison, O.

GYPSOPHILA BRISTOL FAIRY

Strong, 2 $\frac{1}{2}$ -in. pot plants, grafted.

Per doz. Per 100 Per 1000

\$3.50 \$22.00 \$200.00

25 at 100 rate, \$50 at 1000 rate.

BLUE ACRE GARDENS

R. R. 3, Box 292A Piqua, O.

RUSSELL HYBRID LUPINES, MIXED

Grown on sandy loam with irrigation 1-yr.-old; strong, graded plants, \$7.00 per 100.

Ready for shipping after April 10.

Cash with order or C.O.D., express collect.

SCHULTZ PERENNIAL GARDENS

Box 234 Mercer, Wis.

HARDY FERNS (DORMANT ROOTS)

\$10.00 per 100, \$75.00 per 1000.

Ostrich, Clayton, Lady, Sensitive and Maidenhair.

STRAND NURSERY CO.

Taylor Falls, Minn.

HARDY FIELD-GROWN PERENNIALS

We specialize in new and unusual varieties. Send for our new wholesale list.

RIDENOUR'S FLOWER FARM

1024 W. Chicago Rd., Allen, Mich.

America's best source for Hardy Plants is

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

HARDY PLANTS

Write for spring list.

KALAMAZOO GARDENS NURSERY

206 Richard Ave. Kalamazoo 23, Mich.

WELLERS BETTER PERENNIALS

WELLER NURSERIES CO., Holland, Mich.

Write for trade list.

SPECIALISTS IN HARDY PERENNIALS

Ask for wholesale offer.

PEARCE SEED CO., Moorestown, N. J.

HEDGES

LIGUSTRUM SINENSIS
(Chinese Evergreen Privet.)

	10	100	1000
Transplanted, heavily branched,			
2-yr., 2 to 3 ft.	\$16.00	\$150.00	
3-yr., 3 to 4 ft.	25.00	225.00	
4-yr., 4 to 5 ft.	33.00	300.00	
5 to 6 ft.	\$7.50	50.00	\$450.00

Ask for complete wholesale price list.

WAYNESBORO NURSERIES, INC.

Waynesboro, Va.

HELLEBORUS

HELLEBORUS NIGER

(Christmas Rose)

3-yr. transplants, blooming size.
Suitable to pot up for sales on roadside
stands and garden centers.

\$50.00 per 100, \$450.00 per 1000.

C. HOOGENDOORN

Turner Rd. Newport, R. I.

HOLLY

ILEX

All our Ilex are cutting-grown and well-
established plants in 2½-in. pots. Packed for
shipment in paper cups and waterproof paper
in wire-bound crates.

ILEX OPACA HOWARDI

ILEX OPACA HUME

ILEX OPACA LAKE CITY

ILEX OPACA TABER

ILEX FOSTERI

\$18.00 per 100, \$160.00 per 1000.

ILEX C. BURFORDI

\$18.00 per 100, \$150.00 per 1000.

ILEX C. BURFORDI, 2-yr. stock, 2½-in. pot.

\$20.00 per 100, \$170.00 per 1000.

ILEX CORNUTA FEMINA

\$18.00 per 100, \$160.00 per 1000.

ILEX CORNUTA FEMINA, 2-yr. stock, 2½-

in. pot.

\$20.00 per 100, \$180.00 per 1000.

ILEX VOMITORIA FEMINA (Yaupon)

\$18.00 per 100, \$160.00 per 1000.

OVERLOOK NURSERIES, INC.

H. 3, Box 428 Mobile, Ala.

HOLLY

Cutting-grown, named varieties of tried
and proved worth.

AMERICAN HOLLY (Ilex opaca)

Priced per 100 2½-in. pots 3-in. pots

Croonenburg \$20.00 \$25.00

Poster 17.50

Howard 25.00

Savannah 20.00

Taber 17.50

ORIENTAL HOLLY

Burfordi 17.50

Cornuta femina 17.50

Hetzl 17.50

STEPHENS NURSERIES

Semmes, Ala.

ILEX, OPACA AND AQUIFOLIUM
STRONG Banded LINERS

FOR SPRING SHIPMENT

Named varieties only, including the follow-
ing opaca varieties: Farage, Cardinal, Mata-
wan, Rumson, Mr. Heavy Berry, Old Heavy
Berry, xanthocarpa. Aquifolium varieties:
Zimmerman No. 1 and No. 2. Japanese beetle
certified.

\$45.00 per 100.

Old Heavy Berry, \$75.00 per 100.

JAMES S. WELLS NURSERY, INC.

P. O. Box 141 Red Bank, N. J.

DECIDUOUS HOLLY (ILEX DECIDUA)

A wonderful Holly with large, bright red
berries; vigorous upright growth; disease-
free, drought-resistant, hardy to minus 15
degrees.

Heavy plants, 18 to 24 ins., \$30.00 per 100.

2 to 3 ft., \$45.00 per 100.

FREE with each 50 plants, 1 berried spec-
imen.

WARREN & SON NURSERY

R. 11, Box 512

Oklahoma City 10, Okla.

ILEX OPACA FEMINA

Heavy 1-yr. liners, potted spring 1956,
from selected heavy, berried specimens.

6 to 8-in. plants, from 2½-in. pots
or dec. soil cans,
\$30.00 per 100.

A few male plants at the same price.

WARREN & SON NURSERY

Rt. 11, Box 512

Oklahoma City, Okla.

THE FINEST DWARF EVERGREEN

2000 Ilex c. helleri, 4 to 8 ins. high, 6 to 8
wide, 2½x4-in. pots; has been potted 2 grow-
ing seasons. Plants will bring nice profit in
1 to 2 years. Outgrowing pots; must sell.
A 4th bargain for 30c. 100 minimum order.
Only 25c each per 1000. Express collect.

BUCHANAN'S NURSERY

5108 Western Blvd. Raleigh, N. C.

Dial TE 2-9914

AMERICAN HOLLY

Hardy named varieties.

3-in. pots, 3 to 5 ins., \$45.00 per 100.
1-gal. plantainer, 8 to 14 ins., \$1.25.

THE HOLLY NURSERY

Saddle River, N. J.

Box 92 Phone Davis 7-1461

CAPE COD HOLLY (ILEX OPACA)

Ready for shipping, 1000 rooted cuttings
in 2½-in. peat Jiffy-Pots, 25c each. From
selected female trees located on the Cape.
Packed at cost in lots of 100 or more.
If desired, 10 males can be included in
every 100.

H. V. LAWRENCE, INC.

The Cape Cod Nurseries

Falmouth, Mass.

ILEX OPACA FEMINA

Rooted cuttings, potted 1 full year.
Clark, Farage, Manig, Mac, Osa and Arden,
2½-in. pots, 6 to 8 ins., \$45.00 per 100.

HOOKSTRAW (Old Heavy Berry), 2½-in.

pots, 6 to 8 ins., \$65.00 per 100.

SPLIT ROCK NURSERIES

218 Farview Ave. Faramus, N. J.

ILEX OPACA

SUPERIOR NAMED VARIETIES

WHOLE SUPPLIES

OF LINING-OUT STOCK.

Write for price list.

HOLLY HAVEN, INC.

Box 75 New Lisbon, N. J.

ILEX

Priced per 100 4 to 6 ins. 6 to 8 ins.

Ilex crenata rotundifolia ... 6c 8c

Ilex crenata convexa 6c ..

Transplanted, outdoor bed-grown.

B. F. PONDER

308 6th Ave., S. Lanett, Ala.

ILEX ROTUNDIFOLIA

Branched, 2½-in. pots, 12½c.

WELCH BROS. NURSERY

Wilmer, Ala.

HONEYSUCKLES

HONEYSUCKLES

Lonicera japonica halliana, extra-heavy
No. 1, 3 and 4-yr., 18 to 24-in. field plants.
3, 4 to 6 leads, \$40.00 per 1000; lighter grade,
\$30.00 per 1000; sample 100, \$4.00. Experi-
enced labor for grading and packing quan-
tity orders. Immediate shipment. No order
too large. Phone: OR 2-4612.

ROBINSON NURSERY CO., Greenville, Ga.

Hall's Japanese Honeysuckle (Japonica

halliana), large heavy plants, best grown,
\$5.00 per 100, \$35.00 per 1000. Any amount.
Reduction on quantity order. Immediate at-
tention! Phone OR 2-4964.

Tidwell Nurseries, Greenville, Ga.

Lonicera japonica halliana (Hall's Honey-

suckle), heavy, 12 to 18-in. clumps, \$6.00 per

100, \$50.00 per 1000.

Mrs. R. L. Robinson, Greenville, Ga.

IVIES

ENGLISH IVY (HEDERA HELIX)

Hardy, 8-in. well-rooted cuttings. Can
supply in large or small leaved, \$50.00 per
1000; over 5000, \$45.00 per 1000.

Baltic Ivy, good stock, nice roots, \$55.00

per 1000.

Indian Rock, very hardy, 1-yr. rooted cut-

tings, \$50.00 per 1000.

Boston Ivy, rooted cuttings, \$55.00 per

1000.

IVY DALE NURSERY

Upper River Rd. Gallipolis, O.

BALTIMORE IVY

Hardest Ivy. Fine for wall or ground
cover. True stock. Well rooted plants. 8 to
12-in. vines

Per 100 Per 1000

1-yr. seedlings, 8 to 12 ins. 8.00 75.00

Deutzia gracilis, 6 to 8 ins. 8.00 75.00

4 to 6 ins. 6.00 50.00

Euonymus coloratus, rooted

cuttings 8.00 75.00

Euonymus vegetus, rooted

cuttings 8.00 75.00

Pieris japonica, 4 to 6 ins., T.

peat ball 20.00 175.00

2 to 3 ins., T. 8.00 75.00

Foraythia Spring Glory,

liners, 8 to 12 ins. 10.00 90.00

liners, 4 to 6 ins. 6.00 50.00

PLANE VIEW NURSERY

West Main Rd. Newport, R. I.

EVERGREEN LINERS

Per 100 Per 1000

Juniper 4-yr., XX, heavy,

sheared, 12 to 15 ins. \$55.00

Pfitzer, 3-yr., XX, 9 to 12 ins. 40.00

Von Ehron, XX, heavy, 12 to 15 ins. 55.00

EUROPEAN WHITE BIRCH LINERS

Per 100

2 to 3 ft. \$15.00

3 to 4 ft. 25.00

4 to 5 ft. 40.00

These are fine for sales lots.

Deduct 10 per cent for cash with order.

DAMASCUS NURSERIES

Damascus, O.

1-YEAR BEDDED-OUT STOCK

	Per 100	Per 1000
Ilex bullata	\$20.00	\$180.00
rotundifolia	20.00	180.00
crenata	20.00	180.00
hetzi	20.00	180.00
Juniperus pfitzeriana	20.00	180.00
hetzi	20.00	180.00

Magnolia soulangeana,	75.00	.....
2-yr. beds	75.00	.....
soulangi, nigra, 2-yr. beds	75.00	.....
rustica rubra, 2-yr. beds	75.00	.....
stellata, 2-yr. beds	75.00	.....
Taxus hicksi	17.50	150.00
hatfieldi	17.50	150.00
browni	17.50	150.00
wardi	20.00	175.00
cuspidata	17.50	150.00
intermedia	17.50	150.00
Vermeulen	17.50	150.00
brevifolia	20.00	.....
capitata, 2-yr. tr. adigs.	10.00	90.00

ROOTED CUTTINGS FROM SAND

Ready May.

	Per 100	Per 1000
Buxus arborescens	\$ 6.00	\$ 60.00
Juniperus pfitzeriana	11.00	100.00
hetzi	11.00	100.00
Ilex hetzi	10.00	80.00
rotundifolia	10.00	80.00
convexa	10.00	80.00
heileri	10.00	80.00
Taxus andersoni	11.00	100.00
cuspidata	10.00	80.00
wardi	11.00	100.00
brevifolia	15.00	125.00
capitata, leaders	15.00	125.00
intermedia	11.00	100.00
hatfieldi	11.00	100.00
canadensis stricta	11.00	100.00
humawelliana	11.00	100.00
Adams	15.00	125.00
Vermeulen	11.00	100.00
cuspidata nana	11.00	100.00
repandens	11.00	100.00
Moon's Columnar	11.00	100.00

Special price on large quantities.

SEEDLINGS AND TRANSPLANTS

	Per 100	Per 1000
Abies, Douglas, 2-yr.	\$ 4.00	\$ 35.00
3-yr.	6.00	50.00
Acer palmatum, 1-yr.	6.00	50.00
Cornus florida, 1-yr.	6.00	50.00
No. 2, 1-yr.	6.00	50.00
2-yr., transplanted	15.00	125.00
Euonymus alatus, 2-yr.	6.00	50.00
alatus compactus, 2-yr.	6.00	50.00
Ilex crenata, 2-yr.	7.00	60.00
Picea excelsa, 3-yr.	3.50	30.00
pungens, 3-yr.	4.50	40.00
Pinus austr., 2-yr.	7.00	60.00
densiflora, 2-yr.	6.00	50.00
mughus, 2-yr.	5.50	50.00
resinosa, 2-yr.	6.00	50.00
syvestris, 2-yr.	3.00	25.00
strobilus, 2-yr.	4.00	30.00
Syringa vulgaris, 2-yr.	4.00	30.00
Taxus capitata, 1-yr., S.	5.00	40.00
transplanted, 1-yr., S.	6.00	50.00
2-yr., S.	10.00	90.00
transplanted, 2-yr., S.	10.00	90.00
Tsuga canadensis, 2-yr.	9.00	80.00
transplanted, 4 to 8 ins.	15.00	150.00
3-yr., transpl. 6 to 9 ins.	10.00	90.00
Viburnum wrighti, 1-yr., S.	10.00	90.00
theiferum, 1-yr., S.	10.00	90.00

POT-GROWN GRAFTS, May shipment.

	Per 100
Acer polymorphum atrop.	\$ 75.00
dissectum atrop.	75.00
Abies nobilis glauca	100.00
pinapo glauca	100.00
Carpinus fastigiata	60.00
Cornus florida rubra	50.00
florida rubra prostrata	50.00
florida fl. plena	60.00
florida welchii var.	65.00
florida fl. pendula	60.00
Hamamelis mollis	50.00
Fagus sylvatica riversi	60.00
sylvatica heterophylla	60.00
sylvatica pendula	60.00
sylvatica fastigiata	60.00
sylvatica tricolor	75.00
Picea moerhousii	100.00
Magnolia lenni	75.00
stellata	75.00
stellata rubra	75.00
stellata Waterlily	75.00
parviflora	75.00
Pinus strobus nana	60.00
strobilus pendula	60.00
parviflora glauca	60.00
wateriana glauca	60.00
tanyosho	60.00
Retinospora obt. crispai	50.00
obt. gracilla	50.00
Viburnum carlesii	50.00
burkwoodi	50.00

HEAVY, FIELD-GROWN,

BARE-ROOT, SALABLE STOCK.

	Per 100
Acer polymorphum atrop.	\$300.00
12 to 15 ins.	400.00
15 to 18 ins.	250.00
Franklinia alatamaha, 2 to 3 ft.	60.00
Viburnum theiferum, 18 to 24 ins.	60.00

Complete wholesale list on request.

VERKADE'S NURSERIES, Wayne, N. J.

If you don't find it listed here

Try a Want ad in

LINING-OUT STOCK—Continued

FRASER NURSERIES, INC.
SURPLUS LINING-OUT STOCK
FOR SPRING 1957 DELIVERY

Following is offered for immediate shipment, subject to crop and prior sale. Cash with order, less 3 per cent discount, except to those having established credit with us. All from 2 1/4-in. pots except where noted. WE RECOMMEND CANNING SOME OF THESE ITEMS FOR OUT-OF-SEASON SALES.

BROAD-LEAVED EVERGREENS		Per 100
1000 Berberis mentorensis (Mentor Barberry)		\$17.50
2000 Berberis argentea (Sargent Barberry)		20.00
500 Berberis sargentiana, rooted cuttings		15.00
3500 Buxus sempervirens (American Boxwood)		12.50
1000 Buxus sempervirens, rooted cuttings		8.00
1000 Camellia sasanqua Mine-No-Yuki		15.00
550 Camellia sasanqua Papaver		15.00
350 Camellia sasanqua Rosea		15.00
800 Camellia sasanqua microphylla		17.50
1000 Cotoneaster microphylla, rooted cuttings		12.50
550 Elaeagnus pungens marginata (Silveredge)		20.00
300 Euonymus japonicus, green		12.50
500 Euonymus japonicus aureo-variegatus (Golden Var.)		17.50
1000 Euonymus japonicus aureo-variegatus, rooted cuttings		12.50
550 Euonymus japonicus aureus (Jap. Euonymus)		15.00
1400 Euonymus japonicus aureus, rooted cuttings		10.00
1000 Euonymus macrophyllus (pulehiolus) (Boxleaf Euonymus)		15.00
900 Euonymus macrophyllus, rooted cuttings		10.00
250 Gardenia jasminoides		15.00
1000 Hypericum calycinum (Aaron's-beard)		15.00
800 Hypericum calycinum, rooted cuttings		10.00
350 Hypericum moserianum (Goldflower)		15.00
2500 Hypericum moserianum, rooted cuttings		10.00
500 Ilex aquifolium (English Holly)		25.00
350 Ilex cassine (Dahoon Holly)		15.00
1000 Ilex cassine angustifolia, rooted cuttings		10.00
200 Ilex cassine hybrida, Foster I (Foster Hybrid Holly)		25.00
750 Ilex cassine hybrida, Foster II		25.00
400 Ilex cassine hybrida, Foster III		25.00
300 Ilex convexa (bullata) Convexleaf Jap. Holly		17.50
200 Ilex convexa, rooted cuttings		12.50
200 Ilex cornuta (Chinese Holly), propagated from heavy-berried plants		20.00
1000 Ilex cornuta, rooted cuttings		15.00
7000 Ilex cornuta burfordi (Burford Chinese Holly)		17.50
1500 Ilex cornuta burfordi, rooted cuttings		12.50
500 Ilex crenata microphylla (Littleleaf Jap. Holly)		20.00
500 Ilex crenata microphylla, rooted cuttings		15.00
150 Ilex crenata latifolia (Bigleaf Jap. Holly)		35.00
250 Ilex crenata latifolia, rooted cuttings		25.00
1600 Ilex crenata rotundifolia (Roundleaf Jap. Holly)		15.00
900 Ilex crenata rotundifolia, rooted cuttings		10.00
1000 Ilex crenata rotundifolia, seedlings (variable and interesting for new types)		12.00
3500 Ilex opaca femina (American Holly), selected berry-bearing		25.00
1300 Ilex opaca East Palatka (East Palatka Holly)		20.00
300 Ilex opaca Hume No. 2 (Hume's Holly)		20.00
850 Ilex pernyi (Perny Holly)		20.00
600 Ilex pernyi, rooted cuttings		15.00
1000 Ilex verticillata (common Winterberry), seedlings		15.00
1350 Ilex vomitoria (Yaupon Holly), narrow columnar type, small foliage		20.00
1000 Ilex vomitoria, rooted cuttings		12.50
2000 Ilex vomitoria (Yaupon Holly), broad, bushy growth, large foliage		20.00
1500 Ilex vomitoria, rooted cuttings		12.50
1000 Illicium anisatum (Japanese Anisetree)		17.50
800 Illicium anisatum, rooted cuttings		12.50
250 Jasminum floridum (showy Jasmine)		15.00
500 Jasminum floridum, rooted cuttings		10.00
500 Ligustrum sinense pendulum (Weeping Amur River Privet)		12.50
1000 Ligustrum sinense pendulum, rooted cuttings		8.00
1000 Lonicera yunnanensis		15.00

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1500 Lonicera yunnanensis, rooted cuttings	10.00
3000 Loropetalum chinense (Chinese White Fringe shrub)	17.50
2000 Loropetalum chinense, rooted cuttings	12.50
3000 Mahonia bealei (Leatherleaf Mahonia) 2-yr. seedlings	20.00
1000 Myrtus communis (true Myrtle)	20.00
1500 Myrtus communis, rooted cuttings	15.00
1300 Myrtus communis microphylla (Rosemary Myrtle)	20.00
2500 Myrtus communis microphylla, rooted cuttings	15.00
500 Nandina domestica (Nandina)	15.00
2000 Nandina domestica, bare root seedlings, 4 to 6 ins.	10.00
800 Nerium (Oleander), double white, double red, double pink	15.00
2000 Osmanthus fortunei (Fortunes Osmanthus)	20.00
1000 Osmanthus fortunei, rooted cuttings	15.00
2750 Osmanthus ilicifolius (aquifolium), (Holly Osmanthus)	20.00
1500 Osmanthus ilicifolius, rooted cuttings	15.00
1500 Pittosporum tobira (Tobira Pittosporum)	17.50
700 Pittosporum tobira, 2-yr., 2 1/4-in.	22.50
1000 Pittosporum tobira, rooted cuttings	12.50
300 Rosmarinus officinalis (Rosemary)	15.00
500 Rosmarinus officinalis, rooted cuttings	10.00
700 Santolina (Lavender Cotton)	12.50
300 Santolina, rooted cuttings	8.00
550 Teucrium chamaedrys (Chamaedrys Germander)	15.00
3500 Teucrium chamaedrys, rooted cuttings	8.50
800 Viburnum rhytidophyllum (Leatherleaf Viburnum)	25.00
2-yr., 2 1/4-in.	25.00
500 Viburnum rhytidophyllum, rooted cuttings	20.00
300 Viburnum suspensum (Sandankwa Viburnum)	17.50
500 Viburnum suspensum, rooted cuttings	12.50

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BEDDED LINERS		Per 100	Per 1000
		(250 or more at 1000 rate)	
BROAD-LEAVED EVERGREENS			
3000 Abelia grandiflora, 1-yr., 6 to 8 ins.	\$ 7.50	\$ 65.00	
2500 Abelia grandiflora, 1-yr., 8 to 12 ins.	10.00	90.00	
300 Berberis mentorensis, 2-yr., 8 to 12 ins.	20.00	175.00	
500 Berberis mentorensis, 2-yr., 12 to 18 ins.	30.00	275.00	
1000 Buxus japonicus, 2-yr., 6 to 8 ins.	12.50	110.00	
1500 Buxus japonicus, 2-yr., 8 to 12 ins.	17.50	160.00	
1000 Buxus sempervirens, 2-yr., 4 to 6 ins.	12.50	100.00	
1200 Buxus sempervirens, 2-yr., 6 to 8 ins.	17.50	160.00	
1000 Euonymus coloratus, 2-yr., 6 to 12 ins.	17.50	160.00	
3000 Euonymus coloratus, 2-yr., 12 to 18 ins.	22.50	200.00	
2500 Euonymus coloratus, 2-yr., 18 to 24 ins.	30.00	275.00	
500 Euonymus japonicus, 1-yr., 4 to 6 ins.	12.50	100.00	
780 Euonymus japonicus, 2-yr., 6 to 8 ins.	15.00	140.00	
450 Euonymus japonicus, 2-yr., 8 to 12 ins.	20.00	175.00	
500 Euonymus japonicus variegatus, 1-yr., 4 to 6 ins.	20.00	175.00	
400 Euonymus microphyllus, 3-yr., 6 to 8 ins.	22.50	200.00	
300 Euonymus patens, 2-yr., 18 to 24 ins.	30.00	275.00	
300 Gardenia Mystry, 2-yr., 12 to 18 ins.	30.00	275.00	
1500 Jasminum floridum, 2-yr., 12 to 18 ins.	17.50	150.00	
1000 Jasminum floridum, 2-yr., 18 to 24 ins.	30.00	275.00	
500 Mahonia bealei, 2-yr., 4 to 6 ins.	20.00	175.00	
500 Osmanthus aquifolium, 2-yr., 8 to 12 ins.	25.00	225.00	
350 Osmanthus fortunei, 2-yr., 8 to 12 ins.	25.00	225.00	
200 Prunus laurocerasus, seedlings, 2-yr., 6 to 12 ins.	8.50		
350 Prunus laurocerasus, seedlings, 2-yr., 12 to 18 ins.	15.00	125.00	
400 Prunus laurocerasus, seedlings, 2-yr., 18 to 24 ins.	20.00	175.00	

Note: This is a fine dwarf plant that will not outgrow other shrubs in border planting; blooms all summer. A good item for canning.

2000 Punica granatum (Pomegranate), 1-yr., 6 to 12 ins. \$12.00 \$100.00

1500 Punica granatum, 1-yr., 12 to 18 ins. 15.00 125.00

1000 Vitex macrophylla, 1-yr., 12 to 18 ins. 15.00 125.00

1500 Vitex macrophylla, 1-yr., 18 to 24 ins. 20.00

TREES

3000 Albizzia julibrissin (Mimosa), seedlings, 2-yr., 4 to 6 ins. 5.00 45.00

2000 Albizzia julibrissin, seedlings, 2-yr., 6 to 8 ins. 6.50 60.00

1500 Albizzia julibrissin, seedlings, 2-yr., 8 to 12 ins. 7.50 65.00

Seed from isolated trees with brilliant red flowers.

1000 Quercus nigra (Water Oak), 1-yr., 4 to 6 ins. 3.50 32.50

1500 Quercus nigra, 1-yr., 6 to 8 ins. 5.00 47.50

1800 Quercus nigra, 2-yr., 8 to 12 ins. 7.50 70.00

2000 Quercus nigra, 2-yr., 12 to 18 ins. 12.50 110.00

1500 Quercus nigra, 2-yr., 18 to 24 ins. 15.00 140.00

750 Quercus nigra hybrida, 2-yr., 8 to 12 ins. 7.50 65.00

1000 Quercus nigra hybrida, 2-yr., 12 to 18 ins. 12.50 110.00

1200 Quercus nigra hybrida, 2-yr., 18 to 24 ins. 15.00 140.00

Note: This is an interesting hybrid, showing some Scarlet Oak blood; leaves larger than typical Water Oak, deeply scalloped, turning red in fall; some show evergreen tendency.

3000 Quercus phellos (Willow Oak), 1-yr., 4 to 6 ins. \$ 3.50 \$ 32.50

2000 Quercus phellos, 1-yr., 6 to 8 ins. 5.00 47.50

1500 Quercus phellos, 2-yr., 8 to 12 ins. 7.50 70.00

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APRIL 1, 1957

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1250 Quercus phellos, 2-yr., 12 to 18 ins.	12.50	110.00
1000 Quercus phellos, 2-yr., 18 to 24 ins.	15.00	140.00
MANY OF THESE ITEMS WILL PROVE A GOOD INVESTMENT IF CANNED NOW.		
SEEDS Per lb.		
100 lbs. Cotoneaster divaricata, dried berries	\$3.50	
8 lbs. Cotoneaster franchetti, dried berries	3.50	
4 lbs. Cotoneaster pernyi, dried berries	3.50	
4 lbs. Euonymus americanus, dried berries	2.25	
22 lbs. Ilex, rotundifolia type, dried berries	2.50	
20 lbs. Ilex, convexa type, dried berries	2.50	
12 lbs. Lirioden, green, dried berries	1.50	
130 lbs. Prunus caroliniana, dried berries	1.00	
5 lbs. Redbud, clean seed	2.25	
55 lbs. Thea Bohea	1.25	
6 lbs. Viburnum wrightii, dried berries	5.00	
FRASER NURSERIES, INC.		
P. O. Box 465 Birmingham 1, Ala.		

LINING-OUT STOCK

Cutting-grown transplants.

6 to 8 ins. 8-12	12-18
Elaeagnus pungens	\$0.12 1/2 \$0.15
Euonymus patens	10 12 1/2 15
Felicia selowiana	10 12 1/2 15
Gardenia florida	10 12 1/2 15
Gardenia fortunei	10 12 1/2 15
Gardenia Hadley	10 12 1/2 15
Gardenia radicans	10 12 1/2 15
Ilex cornuta	10 12 1/2 15
Ilex cornuta burfordii	10 12 1/2 15
Ilex cornuta femina	10 12 1/2 15
Ilex microphylla	10 12 1/2 15
Ilex rotundifolia	10 12 1/2 15
Jasminum polyanthum	10 12 1/2 15
Ligustrum lucidum	10 12 1/2 15
Ligustrum repandens	10 12 1/2 15
Magnolia fuscata	10 12 1/2 15
Pittosporum	10 12 1/2 15
Pyracantha	10 12 1/2 15

CAMELLIA SASANGUA

LINING-OUT SIZES

6 to 8 ins. 8-12	12-18	18-24
Annette	\$0.15 \$0.17 1/2 \$0.20	\$0.25
Underella	15 17 1/2 20	25
Cleopatra	15 17 1/2 20	25
Mine-no-yuki	15 17 1/2 20	25
Rosea	15 17 1/2 20	25
Settsuekka	15 17 1/2 20	25
Shishifukujin	15 17 1/2 20	25
Daydream	15 17 1/2 20	25
Papavera	15 17 1/2 20	25
Oleifera	15 17 1/2 20	25
Hinode-gumo	15 17 1/2 20	25
Beni Kantsubaki	25 35	
Pink Snow	25 35	

SEMMES NURSERIES, INC.

Semmes, Ala.

EXTRA FINE LINING-OUT STOCK

Each, 1000

1000 Viburnum molle, 2-yr., sw. 12 to 18 ins.	7c
300 Viburnum dilatatum, 2-yr., sw. 8 to 12 ins.	12c
900 Prunus tomentosa, 2-yr. seedlings	18c
500 Euonymus alatus, 2 1/2-in. pots	16c
1000 Euonymus alatus comp., 2 1/2-in. pots	18c
1000 Euonymus vegetus, 1-yr., sw. rooted cuttings	7 1/2c
1000 Euonymus vegetus, 2-yr., 2 1/2-in. rose pots	25c
5000 Euonymus coloratus, 1-yr., sw. rooted cuttings	6c
1000 Euonymus coloratus, 2-yr., 2 1/2-in. pots	20c
1000 Euonymus coloratus, 2-yr., 3-in. pots	25c
7000 Euonymus col. erectus, 1-yr., sw. rooted cuttings	6c
1000 Euonymus col. erectus, 2-yr., 2 1/2-in. pots	15c
700 Euonymus col. erectus, 2-yr., 3-in. pots	18c
1000 Euonymus patens, hardy strain; 1-yr. sw. rooted cuttings	7c
4000 Euonymus radicans Up. Sarcoxile, 1-yr. sw. rooted cuttings	10c
Free packing for cash with order.	
RALPH STYNNESTVEDT & ASSOCIATES	
3602 Glenview Road Glenview, Ill.	

LINING-OUT STOCK.

Each, 100 1000

PIERIS JAPONICA, 2-yr. transplants, 6 to 10 ins.	\$0.30 \$0.25
ACER PALMATUM ATROPURPUREUM (true red), well-branched, from cuttings, 2 years in nursery	85 75
HARDY AZALEAS, 1-yr. cuttings (70 to flat), \$9.00 per 100: Aladdin, Blauwa Pink, Fedora, Herbert, Hino-Crimson, Kathleen, Mary Ann, Othello, Palestrina, Rosebud, Zampa.	
HYBRID RHODODENDRONS, rooted cut- tings with peat balls, 60c per 100: Nova Zembla, roseum elegans, English roseum, Cunningham White.	
CALL ORDERS ONLY ON AZALEAS AND RHODODENDRONS.	
PRICES ON AZALEAS AND RHODODEN- DRONS APPLY TO ASSORTED LOTS; ADD 25 PER CENT FOR SPECIFIED VARI- ETIES.	
GERARD K. KLYN, INC., MENTOR, O. Wholesale Rose Growers and Nurserymen.	

LINING-OUT LIST
PRICES SUBJECT TO CHANGE
WITHOUT NOTICE

ALL POTTED LINERS ON THIS LIST
ARE PRICED FOR SHIPMENT IN PAPER
POTS OR CUPS. THOSE WHO PREFER
THE ORDINARY METHOD OF PACKING,
OMITTING THIS ADDED PROTECTION,
MAY DEDUCT 1c PER PLANT. THE 1000
RATE APPLIES ON ALL ORDERS THERE-
FORE, PLEASE ORDER IN MULTIPLES
OF 25 OR MORE.

EACH, PER 1000

BIOTA AUREA NANA (Berckmans')	\$0.20
BIOTA AUREA PYRAMIDALIS COMPACTA	
2 1/2-in. pots	.18
2 1/2-in. pots	.20
BIOTA BAKERI	
2 1/2-in. pots	.16
2 1/2-in. pots	.17
BIOTA BONITA	
2 1/2-in. pots	.16
2 1/2-in. pots	.17
BIOTA SIBYLI	
2 1/2-in. pots	.18
2 1/2-in. pots	.20
CEDRUS DEODARA	
6 1/2-in. seedlings	.10
2 1/2-in. pots	.15
2 1/2-in. pots	.17
JUNIPERUS CHINENSIS PFITZERIANA	
2 1/2-in. pots	.16
JUNIPERUS CHINENSIS PFITZER- IANA NANA	
2 1/2-in. pots	.20
2 1/2-in. pots	.25
JUNIPERUS CHINENSIS FORTUNEI	
2 1/2-in. pots	.12
JUNIPERUS CHINENSIS VIRIDIFOLIA	
2 1/2-in. pots	.22 1/2
JUNIPERUS COMMUNIS CRACOVIA (Polish Juniper)	
2 1/2-in. pots	.15
JUNIPERUS HORIZONTALIS PLUMOSA (Andorra Juniper)	
2 1/2-in. pots	.17
JUNIPERUS VIRGINIANA KETELEERI	
2 1/2-in. pots	.20
JUNIPERUS GLAUCA HETZI	
2 1/2-in. pots	.16
2 1/2-in. pots	.18
TAXUS CUSPIDATA	
2 1/2-in. pots	.17
3-in. pots	.20
AZALEA CHRISTMAS CHEER	
2 1/2-in. pots	.15
BUXUS SEMPERVIRENS CRONT	
2 1/2-in. pots	.20
2 1/2-in. pots	.22 1/2
BUXUS JAPONICA	
6 1/2-in. TTT, field-grown	.22 1/2
3-in. pots	.25
CAMELLIA SASANGUA (Dawn)	
2 1/2-in. pots	.16
CAMELLIA SASANGUA MAIDEN'S BLUSH	
2 1/2-in. pots	.16
2 1/2-in. pots	.18
ELEAGNUS FRUITLANDI	
2 1/2-in. pots	.17
EUONYMUS MICROPHYLLA PULCHELLA (dwarf)	
2 1/2-in. pots	.16
2 1/2-in. pots	.17
6 1/2-in. TTT, field-grown	.30
EUONYMUS PATENS, large leaf	
2 1/2-in. pots	.16
2 1/2-in. pots	.17
EUONYMUS RADICANS ERECTA	
2 1/2-in. pots	.16
GARDENIA FORTUNEI	
2 1/2-in. pots	.16
2 1/2-in. pots	.17
GARDENIA RADICANS	
2 1/2-in. pots	.16
ILEX CRENATA ROTUNDIFOLIA	
2 1/2-in. pots	.16
2 1/2-in. pots	.17
ILEX CORNUTA BURFORDI	
6 1/2-in. transplants	.12
2 1/2-in. pots	.16
2 1/2-in. pots	.17
3-in. pots	.25
ILEX CORNUTA FEMINA	
2 1/2-in. pots	.18
ILEX CORNUTA, male	
2 1/2-in. pots	.20
ILEX CORNUTA, seedlings	
2 1/2-in. pots	.16
2 1/2-in. pots	.17
ILEX OPACA EAST PALATKA	
2 1/2-in. pots	.18
2 1/2-in. pots	.20
ILEX OPACA FEMINA	
2 1/2-in. pots	.30
JASMINUM FLORIDUM	
Rooted cuttings	.10
2 1/2-in. pots	.15
LAUROCERASUS CAROLINIANA (Cherry Laurel)	
2 1/2-in. pots	.15
LIGUSTRUM JAPONICUM	
4 1/2-in. seedlings	.05
2 1/2-in. pots	.15
MAHONIA BEALEI	
3-in. pots	.25

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NANDINA DOMESTICA	
2 1/2-in. pots	.10
2 1/2-in. pots	.12
3-in. pots	.16
PITISPORUM TOBIRA	
2 1/2-in. pots	.16
PODOCARPUS MACROPHYLLUS	
2 1/2-in. pots	.16
2 1/2-in. pots	.17
TEUCRIUM CHAMAEDRYTS (Dwarf perennial for borders)	
2 1/2-in. pots	.15
6 1/2-in. TTT, field-grown	.25
ACER PALMATUM ATROPURPUREUM	
2 1/2-in. pots	.20
2 1/2-in. pots	.25
3-in. pots	.35
BERBERIS THUNBERGI ATROPURPUREUM	
2 1/2-in. pots	.16
CORNUS FLORIDA	
1-in. seedlings	.03
2 1/2-in. pots	.16
LONICERA FLAMING BEAUTY	
2 1/2-in. pots	.15
2 1/2-in. pots	.18
MAGNOLIA SOULANGEANA	
2 1/2-in. pots	.30
MAGNOLIA SOULANGEANA	
2 1/2-in. pots	.30
2 1/2-in. pots	.30
MAGNOLIA SOULANGEANA AMABILIS	
2 1/2-in. pots	.30
SPIRAEA ANTHONY WATERER	
2 1/2-in. pots	.10
2 1/2-in. pots	.12
SPECIAL NOTICE: ITEMS MARKED BY ASTERISK (*) DELIVERY LATE SPRING 1957. ALL ITEMS NOT SO MARKED READY FOR IMMEDIATE SHIPMENT OR LATER TO SUIT CUSTOMERS' REQUIREMENTS.	
T. G. OWEN & SON, INC. Columbus, Miss.	

LINING-OUT STOCK

Per 100 Per 1000

Acer palmatum atropurpureum, 1-yr. grafts, beds	\$90.00	\$850.00
Acer platanoides, 1-yr. seed- lings, 4 to 6 ins.	7.00	60.00
Acer pseudoplatanus, 1-yr. seedlings, 4 to 6 ins.	6.00	50.00
Azalea hinodagiri, 2-yr., T, beds, 4 to 6 ins.	50.00	450.00
Azalea mollis, 3-yr., TT, fr. 6 to 9 ins.	35.00	300.00
Berberis thunbergii, 2-yr., T, fr. 9 to 12 ins.	8.50	75.00
Buxus Newport Blue, 3-yr., TT, fr.	35.00	300.00
Callicarpa japonica, 1-yr. seed- lings, 6 to 9 ins.	6.00	50.00
Cotoneaster divaricata, 2-yr., T, fr.	30.00	250.00
Cydonia japonica, 1-yr. seed- lings, 9 to 12 ins.	4.50	35.00
Cydonia japonica, 2-yr., T, fr. 12 to 18 ins.	10.00	90.00
Gleditsia triacanthos, 1-yr. seedlings, 6 to 9 ins.	7.50	70.00
Gleditsia triacanthos, 1-yr. seedlings, 4 to 6 ins.	6.00	50.00
Koeleruteria paniculata, 1-yr. seedlings, 6 to 9 ins.	7.50	70.00
Pieris japonica, 1-yr., TT, beds	10.00	90.00
Rosa multiflora, seedlings, 2 to 3 mm.	2.50	18.00
3 to 6 mm.	3.50	28.00
grafting size	5.00	40.00
Tilia cordata, 1-yr. seedlings, 4 to 6 ins.	8.00	75.00
Wistaria sinensis, 1-yr. seed- lings, grafting size	5.50	45.00
Zelkova serrata (sub. for Am. Elm), 1-yr., S, 6 to 9 ins.	15.00	120.00
(Not subject to Dutch Elm disease.) T, once transplanted; TT, twice transplanted; fr, field row.		

BOULEVARD NURSERIES

Newport, R. I.

LINING-OUT STOCK

Per 100 Per 1000

Ilex glabra, heavy, 2-yr. transplants	\$40.00	\$350.00
Ilex rotundifolia, strong 2-yr. transplants, 6 to 9 ins.	40.00	350.00
Prunus tomentosa (Nanking Cherry), 1-yr. seedlings, 6 to 10 ins.	10.00	75.00
Viburnum carlesii, 2-yr. seedlings, 8 to 12 ins.	30.00	250.00
Strong 4-yr. transplants, 15 to 18 ins., branched, field rows, suitable for mail order	75.00	600.00

C. HOOGENDOORN

Turner Rd. Newport, R. I.

LINING-OUT STOCK

4 to 6 ins. 6 to 8 ins.

Buxus japonica	.8c	.8c
Buxus harlandi	.8c	.8c
Gardenia radicans	.8c	.8c
Gardenia veitchii	.8c	.8c
Gardenia fortunei	.8c	.8c
Burford Holly	.8c	.8c
Ilex bullata	.8c	.8c
Ilex rotundifolia	.8c	.8c
Ligustrum lucidum	.8c	.8c
Pittosporum	.8c	.8c
Woodward Globe Arborvitae	.8c	.8c

F. O. Box 185 Cairo, Ga.

LINING-OUT STOCK—Continued

EVERGREENS	
Andorra Juniper, 6 to 10 ins., bare-root	\$0.06
Andorra Juniper, 6 to 10-in. bands ..	1 1/4
Blue Hetz Juniper, 6 to 10 ins., bare-root .....	.07
Pfitzer Juniper, 6 to 8-in. bands ..	.14 1/2
Procumbens Juniper, 6 to 8-in. bands ..	.20
Von Ehron Juniper, 6 to 8 ins., bare-root .....	.06
Savin Juniper, 6 to 8 ins., bare-root ..	.06
Spreading Japanese Yew, 6 to 8-in. bands .....	.20
DECIDUOUS, BARE-ROOT	
Buddleia, best red, 6 to 10 ins., ..	.06
Buddleia, best blue, 6 to 10 ins., ..	.06
Buddleia Snowbank, 6 to 10 ins., ..	.06
Chinese Privet, Wayside Gardens strain, 6 to 10 ins., ..	.03 1/2
Forsythia Lynwood Gold, 6 to 10 ins., ..	.06
Forsythia Spring Glory, 6 to 10 ins., ..	.06
Spiraea Froebel, 4 to 5 ins., ..	.03 1/2
Viburnum tomentosum, 4 to 6 ins., ..	.08
BROADLEAFS	
Euonymus coloratus, 6 to 10 ins., ..	.03 1/2
Euonymus patens, small, medium or large-leaved, 6 to 10 ins., ..	.04
Pyracantha lalandi, 5 to 6 ins., ..	.05
Variegated-leaf Honeyuckle vine, 4 to 5 ins., ..	.06
PERENNIALS	
Lavandula vera .....	.04
Phlox subulata Emerald Blue .....	.03 1/2
Phlox subulata Emerald Pink .....	.03 1/2
Phlox subulata, best pink .....	.03 1/2
Teucrium chamaedrys .....	.04
Less than \$2.00 total order, add 25¢ per plant.	

McINICH GREENHOUSES
St. Joseph, Mo.

GOLDEN GOOSE LINERS

For immediate delivery or for reservation. All quotations are for beautiful lining-out stock, from 2 1/4-in. pots, grown in open beds, under field conditions and ready for field planting.

	Per 100
Ilex cornuta burfordi, 10 to 12 ins., ..	\$15.00
Ilex cornuta burfordi, 6 to 8 ins., ..	12.00
Ilex cornuta femina, 10 to 12 ins., ..	16.00
Ilex cornuta femina, 6 to 8 ins., ..	13.00
Ilex crenata rotundifolia, 6 to 8 ins., ..	12.00

TERMS: Packing without cost. 25 per cent with order, balance C.O.D. Minimum 50 of a kind, please.

EVERGREEN NURSERIES
Poplar Pike
Germantown, Tenn.

LINING-OUT STOCK

Cutting-grown transplants	
Buxus harlandi	8-12 12-18
4 to 6 ins., \$10.00	\$ 2.50
Gardenia Mystery	\$12.50 \$15.00
Gardenia stricta nana	10.00 12.50 15.00
Ilex opaca fosteri	15.00 17.50 22.50
Ilex opaca howardii	15.00 20.00
Ilex crenata rotundifolia	12.50
4 to 6 ins., \$10.00	
Ligustrum lucidum	10.00 12.50
Magnolia soulangeana	25.00
Spiraea reevesiana	20.00
(field-grown)	20.00
Camellia sasanqua rosea	20.00

STEPHENS NURSERIES
Semmes, Ala.

ROOTED CUTTINGS FROM OPEN BEDS	
Euonymus, 8000 radicans, upright (Sarcocoe): 300 patens, large-leaved; 5000 patens, small-leaved; 350 vegeta, 4000 coloratus, 7c each per 100; 6c each per 1000.	
Juniper, 1500 Pfitzer, 500 Blue Pfitzer, 11c each per 100; 10c each per 1000.	
Heavy field transplants, 150 Euonymus patens, small-leaved, 12 to 15 ins., 50c each.	
1-YR. SEEDLINGS	Each
75 Acer campestre, 6 to 12 ins., ..	12c
400 Acer ginnala, 6 to 12 ins., ..	4 1/2c
400 Acer ginnala, 12 to 18 ins., ..	5c
400 Acer platanoides, 6 to 12 ins., ..	5c
Prices include packing and delivery. Cash with order, please.	

EDGAR C. FOX NURS., Humansville, Mo.

ROOTED CUTTINGS

Pfitzer Juniper, 5c; Abelia, 4c; Euonymus japonicus, 4c; Pyracantha lalandi, 5c.	
2 1/4-in. pots: Pfitzer Juniper, 10c; some extra nice Pfitzers, 8 to 15 ins., 12 1/2c; Euonymus japonicus, 10c; large red-berried Pyracantha, 10c; Pyracantha lalandi, 10c; Burford Holly, 10c.	

CARDEN'S NURSERY AND CUT FLOWERS

4201 North St. Fort Smith, Ark.

RED-LEAVED JAPANESE BARBERRY	
Nice lining-out stock	100 1000
6 to 9 ins., 2-yr., ..	\$ 6.00 \$50.00
9 to 12 ins., 2-yr., ..	7.50 65.00
12 to 18 ins., 2-yr., ..	12.50 100.00
72-page wholesale catalog, free.	

TINGLE NURSERY CO., PITTSVILLE, MD.

LINING-OUT STOCK

	Per 100
Spiraea Anthony Waterer, transplants, 6 to 8 ins., ..	\$15.00
Viburnum lantana, 2-yr., 6 to 8 ins., ..	10.00

JOHN BOS NURSERY, CLYDE, O.

LINING-OUT STOCK

	4 to 6 in.	6 to 8 in.	8 to 10 in.
Per 100	6X	8X	10X
Abelia grandiflora	\$17.50		
1-YR. T.			
Arborvitae boothi	19.00	\$24.00	
comp. Parsons	24.00	\$29.00	
Columbia	24.00	29.00	
elegantissima	24.00	29.00	
Berberis julianae	21.00	25.00	28.00
Ilex convexa bullata	15.00	19.00	23.00
crenata	18.00	23.00	
microphylla	15.00	18.00	
Junipers, Andorra	23.00	28.00	
Hetz glauca	24.00		
Savin	18.50	23.50	
Von Ehron	19.00		
Osmanthus aquifolium	19.00	24.00	
Retinospora juniperoides	19.00	24.00	
plumosa	19.00		
Taxus cuspidata	19.00	24.00	
Arb. Douglas aurea, 10 to 12X	34.50		
globosa, 8 to 10X	29.00		
Leucothoe catesbaei, 8 to 12X	32.50		
Retinospora filifera, 10 to 12X	30.00		
Goldust, 9 to 12X	25.00		
leutescens, 12 to 14X	30.00		
squarrosa veitchii, 12 to 14X	30.00		
No packing charges. Write for complete list.			

ESHAM'S NURSERIES
Millsboro, Del.

LINING-OUT STOCK

From our own, northern Ohio stock plants.	
	Per 100
ROOTED CUTTINGS	
Ilex aquifolium, male	\$20.00
Ilex aquifolium, female	20.00
1-YR. BEDDED STOCK	
Ilex aquifolium, male	30.00
Ilex aquifolium, female	30.00
2-YR. BEDDED STOCK	
Azalea mollis	20.00
Rhododendron hybrids	25.00
Ilex rotundifolia	20.00
3-YR. BEDDED STOCK	
Azalea mollis	35.00
Azalea ponticum	35.00
Juniperus horizontalis	25.00
Viburnum lantana	20.00

MAHLSTEDE BROS.
5223-5351 Wilson Mills Rd., Cleveland 24, O.

EXTRA FINE LINERS

	Per 100	Per 1000
Euonymus radicans, 2-yr., ..		
2 1/4-in. pots	\$20.00	\$150.00
Euonymus radicans coloratus, 2-yr., 2 1/4-in. pots	20.00	175.00
Spiraea Anthony Waterer, 2 1/4-in. pots	15.00	125.00
Honey Locust, thornless, 2-yr. seedlings 9 to 12 ins., ..	3.50	30.00
12 to 18 ins., ..	4.50	40.00
18 to 24 ins., ..	5.50	50.00
Thuja orientalis, 3-yr. transplants	10.00	75.00

BORK NURSERY
Onarga, Ill.
Phone AM 8-7267

LINING-OUT STOCK

	Per 100	Per 1000
Cherry Laurel, 6 to 12 ins., ..	\$ 2.50	\$20.00
Cherry Laurel, 12 to 18 ins., ..	4.00	35.00
Cherry Laurel, 18 to 24 ins., ..	6.00	50.00
American Holly, 3 to 6 ins., ..	5.00	40.00
American Holly, 6 to 12 ins., ..	10.00	90.00
Yaupon Holly, 6 to 12 ins., ..	5.00	40.00
Yaupon Holly, 12 to 18 ins., ..	7.00	60.00
Magnolia glauca, 3 to 6 ins., ..	5.00	40.00
Abelia grand, 4 to 8 ins., ..	4.00	35.00
Abelia grand, 8 to 12 ins., ..	6.00	50.00

L. H. BUTTER NURSERY CO.
Box 205 Forest Hill, La.

ILEX ROTUNDIFOLIA

2-yr., bed-grown, \$50.00 per 100.	
TAXUS, CAPITATA AND HICKSI	
2-yr., field-grown, \$1.25 each.	
1-yr., field-grown, 75c each.	
LINING-OUT STOCK OF HARDY AZALEAS	
Hinodogiri, 3 to 5, 35c each; 4 to 6, 45c.	
Hino-Crimson, 3 to 5, 35c each; 4 to 6, 45c.	
Amoenia, 3 to 5, 35c each; 4 to 6, 45c.	
Othello, 4 to 5, 55c each; 6 to 8, 85c.	

DIRKMAAT AZALEA FARM
P. O. Box 453, 516 Stevens Ave.
Ridgewood, N. J.

POTTED LINERS

Satisfaction guaranteed on these fine liners.	
	Per 100
Ilex cornuta burfordi, 6 to 8 ins., ..	\$12.50
Ilex opaca Esat Palatka, 8 to 12 ins., ..	20.00
Juniperus glauca hetzi, 8 to 12 ins., ..	17.50
Abelia grand, 4 to 8 ins., ..	15.00
Osmanthus fragrans, 8 to 12 ins., ..	15.00
Pyracantha graberi, 8 to 12 ins., ..	17.50
Pyracantha lalandi, 8 to 12 ins., ..	17.50

COTTAGE HILL NURSERY

4000 Japonica Lane Mobile, Ala.

FINER LINERS

OF ORNAMENTAL ARISTOCRATS
The best is always a bargain. Our liners are FINER LINERS because of our generations of experience. Let us send you our new spring, 1957 catalog which lists seeds to field-grown transplants and specimen ornamentals. Come see us if you can.

JOHN VERMULLEN & SON, INC.
Phone FOxrock 9-5211
Neshanic Station, N. J.

9,500 Active Nurserymen
are in need of stock.
List your offerings in the
American Nurseryman Classified Section.

HEAVY CUTTINGS FROM COLD FRAME

Teucrium chamaedrys, Lonicera yunnanensis, Euonymus microphyllus, \$5.00 per 100.
Improved vicari golden Privet.
This improved type will hold its leaves all month all winter. \$6.00 per 100.
WARREN & SON NURSERY
Rt. 11, Box 512
Oklahoma City 10, Okla.

MAGNOLIAS

MAGNOLIA GRANDIFLORA
2 1/4-in. pots, potted last spring, 4 to 8 ins. high, \$15.00 per 100. Shipped in clay pots unless instructed to remove. \$140.00 per 1000 here, you pick up. In gallon cans, 18 ins. to 3 ft. high, not heavy in leaf, excellent item for large cans or field, 60c each; no shipping this item. Many sizes in field, B&B. Interested in outstanding specimen trees. Cash and no charge for packing.
HARWELL NURSERY, VAN BUREN, ARK.

ORIENTAL MAGNOLIAS

Soulangeana, 2 1/4-in. pots 30c || Soulangeana nigra, 2 1/4-in. pots | 30c |
| WELCH BROS. NURSERY Wilmer, Ala. |

MAPLES

NORWAY MAPLE	
Straight trunks. Fine heads. Very fibrous roots.	
	10-49 50-250
6 to 8 ft.	\$ 3.00 \$2.50
8 to 10 ft., 1 to 1 1/4-in.	4.40 3.50
9 to 11 ft., 1 1/4 to 1 1/2-in.	6.00 5.00
10 to 12 ft., 1 1/2 to 1 3/4-in.	8.80 7.00
11 to 13 ft., 1 3/4 to 2-in.	11.00 9.00

PRINCETON NURSERIES
Princeton, N. J.

MAPLES

Sugar and Norway Maples, 8 to 10 and 10 to 12 ft. Nice trees, priced right. Send for spring list of specimen ornamentals, and liners of broadleaf Evergreens and Azaleas.
THE TANKARD NURSERIES
Exmore, Va.

200 NORWAY MAPLE
1 1/4 to 2-in., well-branched and straight, \$5.50. May be seen growing at Onarga, Ill.
FAIRVIEW LANDSCAPE SERVICE
Onarga, Ill.

COLLECTED ACER
RUBRUM AND SACCHARINUM,
from whips to 4-in. caliper.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

PACHYSANDRAS

PACHYSANDRAS	
Out of 2-in. pots, \$12.00 per 100, \$100.00 per 1000. F.O.B. Elizabeth, N. J.	
DELAWARE VALLEY NURSERY 948 N. Broad St. Elizabeth, N. J.	
PACHYSANDRAS	
Strong rooted cuttings, \$4.25 per 100, \$40.00 per 1000.	
DUNWOODIE NURSERIES 6 Smart Ave. Yonkers, N. Y.	
PACHYSANDRA TERMINALIS	
Strong 1-yr., field-grown, \$65.00 per 1000.	
HILLCREST GREENHOUSES, Franklin, Pa.	

PEONIES

Pony special	100 25 10
Karl Rosefield	\$25 \$ 8.25 \$ 5
Felix Crouse	28 8.25 5
Frances Willard	35 10.00 6
Mons. Martin Cahuzac	17.00 10
Double Pink or Red, unnamed ..	20
3 to 5-eye divisions from 3-yr. plants; can ship first part of April as soon as frost permits digging. Sent express; cash with order, packing free. Hanson's Evergreen Nurseries. Box 582, Anoka, Minn.	

GRAFTED TREE PEONIES
RED, WHITE, PINK, PURPLE.
1-yr., \$10.00 per 10, \$85.00 per 100.
2-yr., \$15.00 per 10, \$125.00 per 100.
You may have a yellow Tree Peony for \$2.50, with each order; separately, \$5.00 each.
ATHA GARDENS, West Liberty, O.

PHLOX

HARDY PHLOX	
Strong 1-year-old plants for immediate delivery.	
10,000 Phlox Tenor, rose-red	
4,000 Phlox Appleblossom, soft pink	
4,000 Phlox Enchantress, salmon-pink	
1,000 Phlox Border Queen, watermelon-pink	
1,000 Phlox Sunray, salmon-rose	
1,800 Phlox Thor, deep salmon	
Above, \$12.00 per 100, \$100.00 per 1000.	
Terms: Cash with order.	
WALTERS GARDENS	
Route 2 Zeeland, Mich.	

HARDY PHLOX
Our list is ready for the asking.
Ship any time now.
WATERLIET GLAD GARDENS
Route 1 Watervliet, Mich.

PHLOX SUBULATA

(Creeping Phlox.)

Clean, healthy, undivided clumps.

Per 10 Per 100

Alexander's Giant, lovely bright rose, extra large florets	1.60	12.00
Atropurpurea, rich wine-red	1.60	12.00
Blue Emerald, a blue sport of Emerald Pink	1.60	12.00
Blue Hills, showy sky-blue	1.60	12.00
Bridesmaid, white with bluish-lavender eye	1.60	12.00
Crimson Beauty, large flowers of brilliant red, covering the dense, soft mats of foliage	2.00	15.00
Emerald Pink, a close, compact evergreen foliage; florets of unusual size; color a pure unbleached pink	1.60	12.00
Lilacina, pale blue-lilac	1.60	12.00
Phlox amoena, clear pink flowers, upright in bush form on 12-in. stems	1.60	12.00
Rose Unique, bright, clear pink; carries a symmetric star in bright red, right in the eye	1.60	12.00
Rosea, bright rose	1.60	12.00
Sunny Beauty, medium pink with rich glossy evergreen foliage	1.60	12.00
White Delight, probably the largest white in existence today, on bright green foliage	2.00	15.00
Vivid, bright, vivid pink florets, dark pink eye in little clusters over soft foliage	2.00	15.00

250 plants or more of one variety will cost only 10c per plant.

Terms: Cash with order.

WALTERS GARDENS

Route 2 Zeeland, Mich.

PHLOX SUBULATA (CREEPING PHLOX)

Admiration, cameo-pink with white eye
Alba, pure white flowers
Astro, deep orchid-rose
Atropurpurea, wine-red
Blue Hill, attractive medium blue
Butterfly, lilac bluish, showy purple eye
Crimson Beauty, brilliant cyclamen-red
Red Wing, large glowing red flowers
Sensation, bright pink with red eye

Transplants, from field rows, \$9.50 per 100, \$90.00 per 1000, prepaid.

Liners, \$5.00 per 100, \$45.00 per 1000, prepaid.

250 or more of one variety at 1000 rate.
Carefully packed to insure safe arrival and each variety labeled. All transportation charges prepaid by us. Cash, please.

TANGLEWOOD FARM

Box 336-N Clinton, S. C.

Phone 1060.

PIERIS

PIERIS JAPONICA

(Andromeda)

Per 100 Per 1000

2-yr. peat bed, 4 to 6 ins., TT	\$20.00	\$175.00
1-yr. branched, T	10.00	90.00
1-yr. seedlings	6.00	60.00

ECKHART NURSERIES

16 Toppa Blvd. Newport, R. I.

PIERIS JAPONICA

(Andromeda)

Spring delivery.

Bed-grown, 2-yr. old.

\$20.00 per 100, \$175.00 per 1000.

Minimum order 100 plants.

DESCANSO DISTRIBUTORS, INC.

12492 Pipeline Chino, Calif.

PRIVET

LIGUSTRUM

Per 100 Per 1000

Ligustrum lucidum compactum rooted cuttings	3.00	\$25.00
12 to 18 ins.	15.00	125.00

COTTAGE HILL NURSERY

4000 Japonica Lane Mobile, Ala.

Amur River North Privet, the hardiest of all; 2 to 3 ft., \$5.00 per 100, \$40.00 per 1000; 3 to 4 ft., \$6.00 per 100, \$50.00 per 1000. Heavy grade, ready for hedging, \$10.00 per 100, \$90.00 per 1000.

Tidwell Nurseries, Greenville, Ga.

Amur River North Privet, well-branched, 18 to 24 ins. \$3.00 per 100, \$25.00 per 1000
2 to 3 ft. 4.00 per 100, 30.00 per 1000
3 to 4 ft. 5.00 per 100, 40.00 per 1000
Mrs. R. L. Robinson, Greenville, Ga.

Turn your Surplus Stock into cash with a Classified Ad in the American Nurseryman.

RHODODENDRONS

HYBRID RHODODENDRONS

Landscape sizes.

Different colors.

PARMENTIER'S ROSES

Grady St. Bayport, L. I., N. Y.

Phone Bayport 8-0811

RHODODENDRONS

Lining-out stock for spring, 1957, delivery.

Hybrids, hardy varieties, 2-yr. grafts.

Reestablished plants, with ball.

Japanese beetle certified.

America, red	
Caractacus, purplish crimson	
Catawbiense album, white	
Catawbiense grandiflorum, lilac	
Charles Dickens, red	
Dr. H. C. Dresselhuys, crimson	
Edward S. Rand, red	
English roseum, rose	
Everestianum, rosy lilac	
F. D. Godman, magenta-red	
Ignatius Sargent, rosy crimson	
Lee's Dark Purple, deep purple	
Nova Zembla, red	
Roseum elegans, rose-tinted lilac	
Vanderbrocke, crimson	
Vanweerden Poelman, crimson	
\$130.00 per 100, \$600.00 per 500, \$1100.00 per 1000.	
J. ELAAUW & CO., (Wholesale Nurseries)	
Lincroft, N. J.	
Mailing addr.: P. O. Box 573, Red Bank, N. J.	
Phone: Dial SHadyside 7-2269.	

RHODODENDRONS

AVOID LOSSES FROM RHODODENDRON WILT BY PLANTING OWN-ROOT PLANTS.

Strong cutting-grown liners, well established in 3-in. pot. Japanese beetle certified.

America, red; Caractacus, crimson; Catawbiense, Boursault, violet; album, white; Charles Bagley, cherry-red; Ignatius Sargent, deep rose-red; Kate Waterer, Persian-rose; roseum superbum, pink.

25 per cent in red varieties, \$75.00 per 100.

All red varieties, \$90.00 per 100.

JAMES S. WELLS NURSERY, INC.

P. O. Box 141 Red Bank, N. J.

GRAFTED HYBRID RHODODENDRONS

Dr. Dresselhuys, Dr. Rutgers, Prof. Bettex, Dr. Lovink, Lee's Dk. Purple, roseum elegans. Send for a list of other varieties. 9 to 12 ins., \$2.00; 12 to 15, \$3.00; 15 to 18, \$3.75.

Azalea mollis, special strain, hand-pollinated. Colors, red, yellow, pink. 12 to 15 ins., budded, \$1.25; unbudded, 85c.

Minimum order \$30.00. Cash with order.

Small sizes shipped express collect; large sizes, truck pickup. Beetle zone.

WINDY HILL NURSERY

Wood St. Phone 32744 Saltsburg, Pa.

ROSEUM ELEGANS

From cuttings. 1-yr., 6 to 9 ins., soil ball, well branched for lining-out or cash and carry sales, 85c each per 100 rate; 75c each per 1000 rate.

Rooted cuttings, peat ball, 40c each per 100 rate, including 30 per cent in red varieties.

WILLIAM SCHLUPP

Branch Pike and Church Rd. Palmyra, N. J.

Riverfront 9-2859

RHODODENDRONS

For immediate shipment. Unnamed hybrids of hardy ponticum-catawbiense parentage. Good foliage. For growing on or over the counter sales, with firm lightweight ball, twice transplanted, bed-grown, \$0.20 each.

50 plants per crate. Order by crate only. Lightweight, expert frost-proofed crating free. Cash with order.

RICHARD P. RESEL NURSERY

Mulino, Ore.

RHODODENDRON MAXIMUM

Nursery-grown and collected. 2 to 7 ft. high. Well-shaped, symmetrical plants.

CURTIS NURSERIES, INC.

Calicoon, N. Y.

50,000 hybrid Rhododendron liners, cutting grown, 50c up.

Kordus Nursery, Deer Park Ave., R. D. 4, Box 152, Huntington, L. I., N. Y.

Sell Stock Quickly and Easily with American Nurseryman Classified Ads.

ROSEBUSHES

ROSEHUSH LINERS

2-yr., field-grown; very good root system, will bloom for you this year. Ideal for lining-out, potting or canning. Try some of these; you'll be satisfied.

BUSH ROSES, red, pink, yellow, white, two-tone.

CLIMBING ROSEBUSHES, true ever-blooming; Blaze and Paul's Scarlet.

\$15.00 per 100, \$110.00 per 1000. NOTE: We prepay by motor freight; 1/2 rail charges allowed.

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WESTERN-GROWN ROSEBUSHES

Harvest time has started now. Full assortment of varieties and grades, also booking orders for individually wrapped with colored pictures for counter sales.

Write for descriptive price list with full assortment of Rosebushes, shrubs, fruit trees and vines.

HOME NURSERY GREENHOUSES, INC.

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BE SURE TO BUY GOOD ROSES

KRIDER'S is a dependable source for a complete assortment of top-quality, patented and standard, sure-to-grow Roses, at reasonable prices. Our modern refrigerated cold-storage rooms keep stock in perfect condition and full of pep throughout the season. We guarantee complete satisfaction. Order now for immediate or later delivery.

PATENTED ROSES, CALIFORNIA-GROWN

2-yr., No. 1 Each, 10 100

Chrysler Imperial, red \$1.37 \$13.00

Charlotte Armstrong, cerise 1.12 1.05

Festival, thornless red90 .75

Mirandy, dark red 1.12 1.05

Peace, yellow and pink 1.25 1.20

Sutter's Gold, deep gold 1.12 1.05

Helen Traubel, two-tone pink 1.37 1.30

Cl. Golden Showers 1.65 . . .

Carrousel, red 1.00 .95

New Yorker, red 1.00 .95

Blanche Mallerin, white 1.00 .95

Mojave, orange 1.50 1.40

Queen Elizabeth, pink 1.25 1.20

Buccaneer, canary-yellow 1.25 1.20

Tiffany, two-tone pink 1.25 1.20

Roundelay, red 1.25 1.20

FLORIBUNDA ROSES

Fashion, coral and red 1.00 .95

Goldilocks, yellow75 .70

Red Pinocchio, red75 .70

Floradora, orange55 .50

Pinocchio, pink75 .70

Red Ripples, red55 .50

Spartan, orange-red 1.37 1.30

White Bouquet 1.30 1.20

Improved Lafayette, red55 .50

Vogue, cherry-coral 1.00 .95

Lilbet, pink 1.12 1.05

Jimmy Cricket, orange 1.25 1.20

Ma Perkins, shell-pink 1.12 1.05

Circus, multicolor 1.25 1.20

STANDARD HYBRID TEA ROSES

Prices on Roses below 10 100 1000

First-class, 2-yr., No. 1, \$5.50 \$50.00 \$475.00

First-class, 2-yr., No. 1 1/2, 4.50 37.50 350.00

PINK

Editor McFarland

Etoile de Hollande

McGregory's Scarlet

Poinsettia

Rouge Mallerin

Crimson Glory

TWO-TONE

Condesa de Sarago

Countess Vandal

Tallman

Pres. Hoover

POLYANTHUS

Golden Salmon, saim.

Oriental pink

RUGOSAS

F. J. Grootendorst, pk. Edith Cavell, red

F. J. Grootendorst, red

CLIMBING ROSES

Blaze, red everbl. Paul's Scarlet, scarlet

Gold Rush, yellow New Dawn, pink

everblooming

American Beauty, red White Dawn, everbl.

Tallman, two-tone Coral Pillar, everbl.

ALL ORDERS OF 50 TO 200 ROSES MAY

BE FIGURED AT THE 100 RATE; 210 OR

MORE TAKE 1000 RATE.

THE KRIDER NURSERIES, INC.

Middlebury, Ind.

Home of Good Roses.

2-YR.-OLD, FIELD-GROWN ROSEBUSHES

Hybrid Tea, floribundas, polyanthas and climbers. Variety list free on request.

No. 1, 30c each; No. 1 1/2, 25c each; No. 2, 20c each.

LINDALE NURSERY

Box 141 Phone 15F2W Lindale, Tex.

THORNY ROSA MULTIFLORA SEEDLINGS

Conservation grade,

3 to 4 mm., 12 to 18 in. tall.

\$15.00 per 1000;

10,000 and over, \$13.50 per 1000.

SOMERSET, SEEDS, PLANTS

P. O. Box 608 New Brunswick, N. J.

SEEDS

TREE SEEDS

1/4-lb. 1-lb.

Juniperus virginiana \$1.45 \$4.75

Juniperus scopulorum 1.50 5.00

Picea glauca 1.10 3.50

Pinus thunbergi 1.10 3.25

Pinus ponderosa 1.20 3.50

Taxus cuspidata90 2.50

Taxus baccata75 1.95

Thuja occidentalis 1.50 5.00

Postage paid on cash orders of \$10.00 or more to 6th zone.

Other kinds. List on request.

K. J. BRADEN

P. O. Box 427 Rochester, N. H.

EVERGREEN SEEDS

Norway Spruce, 75c; White Spruce, 85c; Colorado Spruce, \$1.65; Austrian Pine, 75c; Jar. Yew, 75c; Scotch Pine, \$1.00; Balsam Fir, 90c; Am. Holly, \$1.00; White Pine, \$1.00. All 1-oz. packages. Get free list for other quantities and varieties.

MELLINGER'S, INC.

Box AN North Lima, O.

SEEDS—Continued

CHINESE ELM SEED	
1956 crop ready for immediate delivery.	
1957 crop ready in May.	
1 to 5 lbs.	\$1.40 per lb.
6 to 10 lbs.	1.25 per lb.
Over 10 lbs.	1.10 per lb.
This seed test very germinate.	
A high percentage will germinate.	
McCANCE NURSERIES	
Route 3	North Platte, Neb.

SHRUBS AND TREES

POTTED GRAFTS, 1-YR.

	Per 100
Acer palmatum atropurpureum	\$75.00
Acer palmatum atropurp. dissectum	75.00
Fagus sylvatica riversi	75.00

ROOTED CUTTINGS, 1-YR. BEDDED

	Per 100	Per 1000
Buxus sempervirens, 4 to 6 ins.	\$10.00	\$ 90.00
Ilex bullata, 4 to 6 ins.	10.00	90.00
Ilex crenata, 6 to 8 ins.	10.00	90.00
Juniper, hibernica, 5 to 8 ins.	10.00	90.00
Juniper, Pfitzer, 4 to 6 ins.	12.00	100.00
Ilex glabra, 4 to 6 ins.	10.00	90.00
Magnolia soulangeana, 2-yr. cuttings, in pots, 18 to 24 ins., branched 75.00		
soulangeana nigra, 2-yr. cuttings, in pots, 18 to 24 ins., br.	75.00	
Pachysandra, 4 to 6 ins.	4.00	35.00
Retinospora plumosa aurea, 6 to 8 ins.	10.00	90.00
Retinospora plumosa, 6 to 8 ins.	10.00	90.00
Taxus brevifolia, 4 to 6 ins.	10.00	90.00
Taxus capitata, tips, 6 to 8 ins.	15.00	125.00
Taxus compacta, 4 to 6 ins.	15.00	125.00
Taxus cuspidata, 4 to 6 ins.	10.00	90.00
Taxus ovata, 4 to 6 ins.	15.00	125.00
Thuja globosa, 5 to 8 ins.	10.00	90.00
Thuja vernaana, 5 to 8 ins.	10.00	90.00

1-YR. SEEDLINGS

	Per 100	Per 1000
Cornus florida	\$5.00	\$40.00
Taxus capitata	5.00	40.00
Taxus capitata, transplants	6.00	50.00

2-YR. SEEDLINGS

	Per 100	Per 1000
Azalea mollis, 2-yr. transp.	\$15.00	
Balsam Fir, 3 to 5 ins.	4.00	\$35.00
Picea excelsa, 4 to 6 ins.	3.50	25.00
Picea pungens glauca, 3 to 6 ins.	4.00	35.00
Picea (White Spruce), 4 to 6 ins.	3.50	25.00
Pinus strobus, 4 to 6 ins.	3.50	25.00
Pinus sylvestris, 4 to 6 ins.	3.50	25.00
Thuja occidentalis, 4 to 6 ins.	5.00	40.00
Thuja orientalis, 4 to 6 ins.	3.50	30.00
Tsuga canadensis, 3 to 4 ins.	6.00	50.00
Taxus capitata, 4 to 6 ins.	7.00	60.00

In large quantity, special price.

Ilex crenata, 4 to 6 ins.	5.00	40.00
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3-YR. SEEDLINGS, TRANSPLANTED

	Per 100	Per 1000
Taxus capitata, 4 to 8 ins.	\$12.00	\$100.00
Tsuga canadensis, 4 to 7 ins.	8.00	70.00
Douglas Fir, 5 to 8 ins.	6.00	50.00
Euonymus alatus, 5 to 8 ins.	6.00	45.00

AZALEAS, 3-YR. TRANSPLANTS

	Per 100
Hinodogiri	\$40.00

4-YR. TRANSPLANTS

	Per 100	Per 1000
Picea (White Spruce), 6 to 8 ins.	\$6.00	\$50.00
Picea rubens, 6 to 8 ins.	12.00	95.00
Tsuga canadensis, 5 to 8 ins.	10.00	95.00
Tsuga canadensis, 8 to 10 ins.	14.00	100.00
Tsuga caroliniana, 6 to 8 ins.	10.00	90.00
Thuja occidentalis, 6 to 10 ins.	10.00	90.00

ROOTED CUTTINGS TRANSPLANTED

	Per 100	Per 1000
Azalea Hino-Crimson	\$12.00	\$100.00
Azalea Hinodogiri	12.00	100.00
Euonymus japonicus	12.00	100.00
Pieris japonica	12.00	100.00

POTTED GRAFTS FOR MAY DELIVERY

	Per 100
Acer palmatum atropurpureum	\$ 65.00
Acer palmatum atropurp. dissectum	65.00
Fagus sylvatica asplenifolia	65.00
Fagus sylvatica pendula	65.00
Fagus sylvatica fastigiata	65.00
Fagus sylvatica riversi	65.00
Picea pungens neohelmsii	100.00
Picea pungens kosteriana	100.00
Pine, Tanyosho	60.00
Tsuga canadensis sargentii	50.00

VAN DINE NURSERY

Freakeess, Paterson, N. J.

NURSERY-GROWN SEEDLINGS

Red Oak (Quercus borealis maxima), 6 to 14 ins.	
Pin Oak (Quercus palustris), 4 to 10 ins.	
White Ash (Fraxinus americana), 6 to 14 ins.	

Red or Sweet Gum (Liquidambar styraciflua), 4 to 10 ins.

Oriental Arborvitae (Thuja orientalis), 6 to 12 ins.

\$4.00 per 100, \$35.00 per 1000.

Rosa multiflora japonica, 6 to 10 ins., \$15.00; 10 to 16 ins., \$25.00.

STANLEY J. HENSLEY, HAMLET, IND.

Forester-Nurseryman

5000 Weigela Eva Rathke, 1-yr. frame, 6 ins. up, 12 1/2 in; lot, 10c.

2000 Deutzia lemoinei, 1-yr. frame, 6 ins. up, 12 1/2 in; lot, 10c.

100 Spiraea froebelii, 2-yr. frame, 15c.

Humphreys Landscape Service, Mount Sterling, Ky.

SEEDLINGS, TRANSPLANTS

Per 100 Per 1000

Taxus capitata

2-yr., 3 to 6 ins. \$10.00 \$ 90.00

3-yr., 6 to 8 ins. 16.00 120.00

Austrian Pine

2-yr., 4 to 8 ins. 4.00 25.00

3-yr., 8 to 12 ins. 5.00 35.00

Scotch Pine

2-yr., 4 to 8 ins. 4.00 25.00

Mugho Pine

2-yr., 1 to 3 ins. 4.00 30.00

3-yr., 3 to 8 ins. 6.00 50.00

Ponderosa Pine

12 to 18 ins., T. 12.00 75.00

Colorado Spruce

2-yr., 2 to 4 ins. 4.00 25.00

3-yr., 4 to 8 ins. 6.00 40.00

Engelmann Spruce

2-yr., 2 to 4 ins. 4.00 25.00

3-yr., 3 to 6 ins. 6.00 35.00

Norway Spruce

2-yr., 3 to 6 ins. 4.00 20.00

5000 or more graded, \$15.00 per 1000.

5000 or more run of beds, \$12.50 per 1000.

12 to 18 ins., T. 25.00 200.00

Juniperus chinensis

2-yr., 4 to 8 ins. 6.00 40.00

Juniperus virginiana

2-yr., 6 to 8 ins. 4.00 30.00

3-yr., 8 to 12 ins. 6.00 40.00

American Thuja

3-yr., 4 to 8 ins. 6.00 40.00

Douglas Fir

3-yr., 4 to 8 ins. 5.00 25.00

Canada Hemlock

2-yr., 4 to 8 ins. 8.00 40.00

3-yr., 8 to 12 ins. 12.00 100.00

Larch, decidua

2-yr., 8 to 12 ins. 4.00 30.00

3-yr., T, 12 to 18 ins. 12.00

Mountain Ash

1-yr., 8 to 12 ins. 6.00 40.00

1-yr., 12 to 18 ins. 8.00 50.00

2-yr., 2 to 3 ft. 25.00

2-yr., 3 to 4 ft. 35.00

2-yr., 4 to 5 ft. 50.00

Regelia Privet, 12 to 18 ins. 8.00 60.00

Viburnum dentatum

2-yr., 12 to 24 ins. 10.00

White Dogwood

1-yr., 8 to 12 ins. 4.00 35.00

1-yr., 12 to 18 ins. 6.00 45.00

Complete catalog on request.

HEASLEY'S NURSERIES

247 Freeport Rd. Butler, Pa.

LINING-OUT STOCK

Lilacs, different kinds; 1-yr., buds strong
Taxus cuspidata, 2-yr., 8 to 10 and 10 to 12 ins.	\$0.30 and .35
Taxus, hickoi and media, 2-yr., 8 to 10 ins.30
Euonymus alatus and compactus, 2 to 3-yr., T.17
Foraythia spectabilis, 2 to 3-yr., T.10
Philadelphus Belle Etoile, 2-yr., T.10
Prunus glandulosa rubra, 2-yr., T.15
Viburnum burkwoodii, 2-yr., T.20
Viburnum tomentosum, 2-yr., T.15
Buxus sempervirens, 5 to 8 ins.10

FINISHED STOCKS

Berberis thunbergii, 12 to 15 and 15 to 18 ins.
Berberis atropurpurea, 12 to 15 and 15 to 18 ins.	\$0.25 and .30
Cydonia japonica, 10 to 12 and 12 to 15 ins.	\$0.30 and .25
Euonymus vegetus, 8 to 10 to 12 and 12 to 15 ins.	\$0.30, \$0.40 and .50
Ilex cornuta bullata, 8 to 10 and 10 to 12 ins.	\$0.30 and .40
Ilex latifolia, 10 to 12 and 12 to 15 ins.	\$0.30 and .40
The 3 listed above are very nice for cana.	
Ligustrum, Amur River, 18 to 24 ins.13
French Lilacs, in kinds, 1 to 2, 2 to 3 and 3 to 4 ft.	\$0.50, \$0.70 and .85
Wistaria sinensis, 1 1/2 to 2, 2 to 3 ft.	\$1.00 and 1.50
Juniperus pfitzeriana glauca, 2 1/2 to 3 ft., B&B	3.00
2 to 2 1/2 and 2 1/2 to 3 ft.	\$3.25 and 4.00
Juniperus virginiana, 2 to 3 and 3 to 4 ft.	\$2.00 and 3.00
Thuja pyramidalis compacta, 2 to 2 1/2 and 2 1/2 to 3 ft.	\$1.50 and 1.80
3 to 4 and 4 to 5 ft.	\$2.40 and 3.00

LITTLE MOUNTAIN VIEW NURSERIES

2701 Route 84 Mentor, O.

LANDSCAPE MATERIAL, B&B AND F.O.B.

FAGUS SYLVATICA

75 2 to 3 ins., 12 to 16 ft. tall
100 10 to 12 ft.	30.00
100 12 to 14 ft.	40.00
100 14 to 16 ft.	50.00

THUJA NIGRA

200 12 to 15 ft.
230 2 to 3 1/2 ft.	1.50
250 2 1/2 to 3 ft.	2.00
3 to 3 1/2 ft.	2.25

JUNIPERUS VIRGINIANA GLAUCA

42 3 to 3 1/2 ft.
60 3 1/2 to 4 ft.	5.00
48 4 to 4 1/2 ft.	6.00
48 4 1/2 to 5 ft.	7.00
43 5 to 5 1/2 ft.	8.00

THE PETER CASCIO NURSERY

2600 Albany Ave. West Hartford 7, Conn.

2-YEAR, FIELD-GROWN SHRUBS Each

Hydrangea P.G., 2 to 3 ft.
Hydrangea P.G., 3 to 4 ft.	30c
Hydrangea Nikko Blue, No. 1	40c
Euonymus alatus compactus, 9 to 12 ins.	60c
Euonymus alatus compactus, 12 to 15 ins.	60c
Cydonia japonica, common; 12 to 18 ins.	16c
Cydonia japonica, common; 18 to 24 ins.	25c
Privet, Regelia, 2 to 3 ft., spread	25c
Spiraea Anthony Waterer, 12 to 15 ins.	25c
Viburnum tomentosum, 18 to 24 ins.	25c
Viburnum tomentosum, 2 to 3 ft.	30c
Weigela Eva Rathke, 12 to 18 ins.	16c
Deutzia gracilis, heavy, 3-yr., 9 to 12 ins.	20c

List of other offerings on request.

CONGDON'S WHOLESALE NURSERY

North Collins, N. Y.

MUST BE MOVED THIS SPRING

600 Euonymus europaeus, 3 to 4 ft., very nice, \$65.00 per 100.

1600 Sugar Maple liners, 4 1/2 to 6 ft.; good caliper, nursery-grown, \$22.50 per 100.

NATIVE SUGAR MAPLE SEEDLINGS

2 to 3 ft.
3 to 4 ft.	\$125.00 per 1000
4 to 5 ft.	140.00 per 1000
5 to 6 ft.	150.00 per 1000
6 to 7 ft.	195.00 per 1000

Also hundreds of Sugar Maple, 1 1/2 to 4 ins.; Red Silver Maple, 1 1/2 to 4 ins.

Stock must be picked up.

JOHN L. KOOLEN NURSERY

2056 College Ave., S. E. Grand Rapids, Mich.

Phone GL 2-7213

EVERGREENS, WHOLESALE

A wide selection of evergreen seedlings and transplants, also hardwood, shade trees, ornamentals, shrubs and flowering trees. Our selected seed, with good heredity and scientific culture, assures healthy trees with heavy roots for rapid growth.

We select quality trees at a price made possible through large quantity production.

Our cold storage permits late shipments. No charge for packing and boxing. Ask for complete catalog and wholesale planting lists.

Our ad, which appears on page 42 of this issue, shows a partial list of seedlings and transplants.

MUSSER FORESTS

Box 16-DC Indiana, Pa.

B&B STOCK

Pin Oak, 2 1/2 to 3 in. cal.
Paul's Scarlet Thorn, 6 to 7 ft.	\$25.00
White Dogwood, 6 to 7 ft.	7.00
Laburnum vossii, 6 to 8 ft.	8.50
Carolina Hemlock, 6 to 7 ft.	25.00
Canada Hemlock, 15 to 18 ins.	1.75
Canada Hemlock, 18 to 24 ins.	2.25
Canada Hemlock, 6 to 15 ft., price on request.	

Canada Hemlock, native; heavy; seedlings, 6 to 9 ins., \$30.00 per 1000.

SOERBEL TREE SERVICE, GIBSONIA, PA.

B&B STOCK

Pyramidal Arborvitae, 3 to 8 ft.
Taxus capitata, 3 ft.	
Taxus cuspidata, 3 ft.	
Azalea, Hino-Crimson, Gable, Kaempfer, 12 to 30 ins.	
Hybrid Rhododendrons, red and pink, 2 to 3 ft.	
Pin Oak, 4 to 6 ft.	

Pink Dogwood, 4 to 6 ft.

THE L.L. NURSERY

Saddle River, N. J.

Phone Davis 7-1461

NATIVE TREES

Selected Sugar and Pin Oak, 4-in. seedlings to 4-in. caliper, 3 to 4 ft. to 4-in. caliper; Red (Rubrum) Maples, 4-in. seedlings to 2 1/2-in. caliper; Chinese Elm, 3 to 10 ft.; Tulip Poplar, 8 to 10 ft.; B&B, nursery-grown Euonymus, radicans erectus and coloratus, also Myrtle.

Price list on request.

VAUGHAN'S NURSERY AND GREENHOUSE CO.

15910 Cleveland Rd. Granger, Ind.

FLOWERING CRABS

40 varieties, best of the old and newer varieties. 1-yr. whips and branched. Also 3-yr., once transplanted, 6 to 8 ft. Descriptive booklet available.

THUNDERCLOUD PURPLE-LEAVED PLUM

1-yr., well-branched, sizes to 6 ft. and over.

SIMPSON ORCHARD CO.

U. S. 50 E. Vincennes, Ind.

SHADE TREES

SURPLUS STOCK	
30,000 flowering shrubs, 4 ft.	\$0.35
2,000 Chinese Elm, 10 to 12 ft., 1 to 1 1/4-in. br.	1.00
1,000 Silver Maple, 10 to 12 ft., 1 to 1 1/4-in. br.	1.00
50,000 Pin Oak, 2-yr. T, 6 to 12 ins. ....	.09
12 to 18 ins. ....	.12
18 to 24 ins. ....	.15
3,000 reg. Pfitzer Juniper. 24 to 30 ins. B&B	2.00

ARROW-WOOD NURSERY

Warsaw, Ky.

CORKSCREW WILLOW (Salix matsudana tortuosa.)	
Have about 200 trees, 5 to 8 ft., heavy, well branched. This is a novel tree with every branch twisting like a corkscrew. Will make special price to buyer that can use the lot.	
4 to 5 ft., \$20.00 per 10.	
6 to 8 ft. (1 to 1 1/4-in. cal.), \$30.00 per 10.	

THE MOSES NURSERIES

Lima, N. Y.

CHINESE ELM LINERS	
2 to 3 ft.	\$ 4.00 per 100
3 to 4 ft.	6.00 per 100
4 to 5 ft.	10.00 per 100
5 to 6 ft. ....	.30 each

HEAVY TRANSPLANTS

6 to 7 ft., 1/2 to 3/4-in.	\$0.50 each
7 to 8 ft., 3/4 to 1-in. ....	.30 each
8 to 10 ft., 1 to 1 1/4-in.	1.25 each
10 to 11 ft., 1 1/4 to 2-in.	2.00 each

WEITZEL'S NURSERY, North Platte, Neb.

Roofted cuttings Each, per 100	
Blue Arctic Willow ....	.6c
Chinese Privet (hardy type) ....	.5c
True Regel Privet ....	.5c
Amur River North Privet ....	.4c
Euonymus, Purple-leaved Wintercreeper ....	.6c
Euonymus, patens and erectus ....	.6c
Mahonia aquifolium, 1-yr. transplants ....	.20c
Whiteman's Gardens, R. R. 1, Plymouth, Ind. Phone 7114.	

We are offering the following good, strong plants in 1-gal. containers at 50c.	
Pfitzer Juniper Waxleaf	
Andorra Juniper	Pyracantha, red
Hetz Juniper	Pyracantha, orange
Boxwood	Burford Holly
Euonymus japonicus	Mahonia
Euonymus patens	Photinia
J. C. Carden Nursery, 3405 North Albert Pike, Fort Smith, Ark.	

TO BE PICKED UP AT NURSERY	
25 Douglas Fir, 6 to 8 ft.	
12 Russian Olive, 5 to 12 ft.	
1000 Norway Spruce, 1 1/2 to 6 ft.	
100 Pfitzer Juniper, 2 to 3 ft.	
Write or call for prices.	
Stock will be dug as ordered.	

CLARENCE KONARSKIE NURSERY

24638 West Rd.	Flat Rock, Mich.
Phone Orleans 6-0555	

SHRUBS AND SPECIMENS	
Each, 100 1000	

Cotoneaster divaricata, 18 to 24 ins.	\$0.75
Philadelphus virginialis, 2 to 3 ft. ....	.45 \$0.40
Philadelphus virginialis, 3 to 4 ft. ....	.60 .55
Weigela vanickei, 2 to 3 ft. ....	.55 .50
Weigela rosea, 2 to 3 ft.45 .40

GERARD K. KLYN, INC., MENTOR, O.

Wholesale Rose Growers and Nurserymen.	
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DAPHNE CNEORUM	
Roofted cuttings, \$15.00 per 100, \$120.00 per 1000. Excellent stock. Can ship after April 15.	

GALVIN'S NURSERY	
Griswoldville, Mass.	

WHITE OAK (Quercus alba)	
Seedlings, 3-yr., heavy, 9 to 12 ins., \$9.00 per 100; 12 to 18 ins., \$11.00 per 100; 18 to 24 ins., \$15.00 per 100; 2 to 3 ft., \$22.00 per 100; 3 to 4 ft., \$30.00 per 100.	

HAGGERTY NURSERY	
2600 S. 48th Lincoln, Neb.	

SHADE TREES	
See our display ad, March 15 issue, American Nurseryman, or write for complete wholesale price list.	

WAYNESBORO NURSERIES, INC.	
Waynesboro, Va.	

SHRUBS AND TREES	
See our Classified ad in this issue under LINING-OUT STOCK.	

T. G. OWEN & SONS, INC.	
Columbus, Miss.	

Save money, be assured of delivery. Con- tract growing, Douglas Fir, Norway Spruce, Cornus nuttallii, Pyracantha, Sequoia, Cyti- sus scoparius, others. Write requirements. Fulton Smith, 47 Evans St., Sheridan, Ore.	
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SHRUBS	
See our display ad, March 1, American Nurseryman.	

WAYNESBORO NURSERIES, INC.	
Waynesboro, Va.	

FINISHED LANDSCAPE MATERIAL	
Cornus florida rubra, pink-flowering; supply limited	
3 to 4 ft. B&B	\$ 5.00
4 to 5 ft. fl. buds, B&B	7.00
5 to 6 ft. fl. buds, B&B	8.00
Crabs, Flowering	
elely and Hops, 6 to 7 ft., br.	3.00
elely, 7 to 8 ft., B&B	7.00
Almey, 7 to 8 ft., B&B	7.00
Hops, 7 to 8 ft., B&B	7.00
Bechtel, dwarf type, 3 ft., B&B	3.00
Cherry, Flowering	
Mount Fuji, double white 7 to 8 ft., B&B	9.00
Cistena, Flowering Plum, red leaves 3 to 4 ft., B&B	2.50
Hawthorn, Washington 4 to 5 ft., B&B	4.50
5 to 6 ft., B&B	6.50
Hawthorn, Paul's Scarlet 6 to 7 ft., B&B	6.50
Hawthorn, carrier, glossy green foliage; white flowers, orange- red fruit	
7 to 8 ft., B&B	7.00
Mt. Ash, European 7 to 7 ft., br.	3.50
8 to 10 ft., B&B	\$9.00 to 12.00
Cotoneaster divaricata, 3 to 4 ft., B&B	2.00
Myrica pensylvanica, Bayberry, sky-blue berries 15 to 18 ins. B&B	1.50
18 to 24 ins. B&B	2.00
2 to 3 ft., B&B	3.00
Philadelphus virginialis, double flowers 3 to 4 ft., B&B	1.25
4 to 5 ft., B&B	1.65
Rhamnus frangula, glossy Buckthorn 4 to 5 ft., B&B	1.50
5 to 6 ft., B&B	2.00
Ribes alpinum, Alpine Currant, for shade planting 15 to 24 ins. B&B	1.50
2 to 3 ft., B&B	2.00
Syringa rothomagensis, Chinese Lilac 3 to 4 ft., B&B	1.50
2 to 3 ft., B&B	2.00
Syringa vulgaris, old fashioned Lilac 3 to 4 ft., B&B	1.50
2 to 3 ft., B&B	2.00
4 to 5 ft., B&B	2.50
Spiraea Anthony Waterer 15 to 18 ins. B&B ....	.40
15 to 18 ins. B&B ....	.75
18 to 24 ins. br. ....	.65
18 to 24 ins. B&B	1.00
Viburnums	
lentago, 5 to 6 ft., B&B	1.50
lanana, 4 to 5 ft., B&B	1.50
prunifolium, 5 to 6 ft., B&B	2.75
prunifolium, 6 to 7 ft., B&B	3.50
americanum, 4 to 5 ft., B&B	2.00
plicatum, 2 to 3 ft., B&B	1.75
plicatum, 3 to 4 ft., B&B	2.50
plicatum, 4 to 5 ft., B&B	3.00
dentatum, 2 to 3 ft., B&B	1.50
Arborvitae, pyramidal 3 to 4 ft., B&B	3.00
Arborvitae, dark green 3 to 4 ft., B&B	3.00
4 to 5 ft., B&B	4.00
Arborvitae, American 9 to 12 ft., B&B	10.00
(Above screening trees 10 to 50 or more only.)	
Juniper, Andorra (supply limited) 15 to 18 ins., light grade, B&B	1.50
15 to 18 ins., reg. grade, B&B	2.00
18 to 24 ins., light grade, B&B	2.75
18 to 24 ins., reg. grade, B&B	2.50
3 to 4 ft., B&B	3.00
Juniper, Pfitzer 15 to 18 ins., B&B	1.75
18 to 24 ins., B&B	2.00
24 to 30 ins., B&B	2.50
30 to 36 ins., B&B	3.00
3 to 4 ft., B&B	4.00
Juniper, Hetz (semi-upright form) 24 to 30 ins., B&B	2.50
Taxus capitata per ft. to 6 ft.	\$1.00 to 3.00
Depends on how well bottom is filled; good body and color, transplanted 4 times.	
Euonymus coloratus (upright form) 2 to 3 ft., B&B ....	.90
Euonymus vegetus 3-yr. pots 15 to 18 ins., B&B ....	.60 1.25
Ilex convexa 12 to 15 ins., pots	1.65
Ilex hetsi 12 to 15 ins., pots	1.75
Ilex rotundifolia 12 to 15 ins., pots	1.65
15 to 18 ins., B&B	3.00
Leucothoe 15 to 18 ins., pots	1.50
Red Pine 2 to 3 ft., B&B	2.65
3 to 4 ft., B&B	3.50
White Pine 2 to 3 ft., B&B	2.65
3 to 4 ft., B&B	3.50
Scotch Pine (sold out spring, 1957), available fall 2 to 3 ft., B&B	2.65
3 to 4 ft., B&B	3.50
4 to 5 ft., B&B	4.50
Hemlock 2 1/2 to 4 ft., B&B	5.50
4 to 4 1/2 ft., B&B	6.50

(Continued in next column)

(Continued from previous column)	
Norway Spruce (sold out spring, 1957), available fall	
3 to 4 ft., B&B	3.50
4 to 5 ft., B&B	4.50
5 to 6 ft., B&B	\$ 5.50 to 6.00
12 to 15 ft., B&B	25.00 to 50.00
Black Hills Spruce (sold out spring, 1957), available fall	
3 to 4 ft., B&B	4.00
4 to 5 ft., B&B	5.50
See our display on page 72 for DOGWOOD, EUONYMUS, CURRANTS. All priced F.O.B. Delivery charges on re- quest by our own trucks.	
WADE & GATTON NURSERIES	
Route 1	Bellville, O.
Turn your Surplus Stock into cash with a Classified Ad in the American Nurseryman.	

TAXUS

TAXUS LINERS	
Potted liners in 2 1/2 and 3-in. pots; 1 yr. under lath.	Per 100 Per 1000
Taxus hicksii	\$20.00 \$180.00
Taxus cuspidata	20.00 180.00
Taxus brownii	20.00 180.00
Taxus wardii	20.00 180.00
Taxus andersonii	20.00 180.00
Roofted cuttings	
Taxus hicksii	12.00 100.00
Taxus cuspidata	12.00 100.00
Taxus brownii	12.00 100.00
Terms: 3 per cent discount for cash with order. No charge for packing and boxing.	
FLORENCE NURSERY	
Box 507	Florence, Ky.

TAXUS

3-yr.-old liners, transplanted, field-grown. Certified nursery stock. Ship beetle zone, outside beetle zone.	
Hatfieldi Cuspidata capitata, rooted from leaders Cuspidata, spreading Moon, upright Hicksii	
Free packing. \$40.00 per 100, \$350.00 per 1000.	
LARRY'S NURSERIES, INC.	
960 Reservoir Ave.	Cranston, R. I.

TAXUS CUSPIDATA CAPITATA	
Grown from Jap. seed.	
1-yr. seedlings, \$40.00 per 1000.	
3-yr. seedlings, \$75.00 per 1000, \$45.00 per 1000, 10,000 up.	
3-yr. transplanted seedlings, \$15.00 per 100, \$120.00 per 1000.	
Roofted Taxus cuttings and 1-yr. bedded, in all leading varieties.	
Ask for special quantity price.	
NURSERY SALES, INC.	
P. O. Box 295	
525 Stevens Ave.	Ridgewood, N. J.

TAXUS, ROOTED CUTTINGS	
Hunnewelliana, cuspidata, intermedia. \$35.00 per 1000.	
THEODORE KLEIN NURSERY	
Crestwood, Ky.	

TAXUS CAPITATA	
Strong 3-yr. seedlings, seeds sown lightly, plants grown with plenty of room in beds. \$15.00 per 100, \$125.00 per 1000.	
C. HOOGEENDOORN NURSERIES	
Newport, R. I.	

TRITOMAS

TRITOMA PFITZERI (RED-HOT POKER)	
No seedlings. True all fall blooming. The exclamation point of the garden. 100 strong plants, \$15.00; 250 strong plants, \$30.00; 1000 strong plants, \$100.00. Larger quantities, ask for price.	
JOHN M. ELZINGA P. O. Box 142	Benton Harbor, Mich.
Small Ads Do Great Things in the American Nurseryman Classified Section.	

VEGETABLE PLANTS

OUTDOOR-GROWN PLANTS WRITE FOR COMPLETE WHOLESALE LIST OF POPULAR VARIETIES	
State inspected, carefully moss-packed.	
Cabbage, popular varieties	\$3.95 per 1000
RED ACRE Cabbage	3.00 per 1000
Onions, popular varieties	3.35 per 5000
HYBRID Onions, Yel. Spanish	6.50 per 6000
Tomatoes, popular varieties	3.00 per 1000
HYBRID Tomatoes	4.75 per 1000
Peppers, hot	4.50 per 1000
Peppers, sweet	3.50 per 1000
Sweet Potato Porto Rico	4.35 per 1000
Sweet Potato Red Velvet	5.00 per 1000
BUNCH Porto Rico Sw. Potato 8.00 per 1000	
Packed 1000 to a new basket; tops up; roots down, on damp moss. Shipped by express.	
All guaranteed, fresh pulled, true to name.	
FARRIER PLANT CO., B. B. BROWN	
Box 555, Morris Co., Omaha, Texas.	

VEGETABLE PLANTS—Continued

1957 WHOLESALE PRICE LIST

VEGETABLE PLANTS		
Plant variety	Date ready	Per 1000
Cabbage	Now	\$2.00
Collard	Now	2.00
Onion	Now	1.50
Lettuce	Now	4.00
Broccoli	Now	4.00
Caiflower	Now	4.00
Pepper	Apr. 15	4.50
Eggplant	Apr. 15	4.50
Tomato	Apr. 15	2.75
Hybrid Tomato	Apr. 15	5.00
Sweet Potato	Apr. 15	7.00

All above prices f.o.b. Albany. Leading varieties. Write for catalog. Large, fresh plants. Prompt shipment. Write or wire.

PIEDMONT PLANT CO.

Dept. 905 Albany, Ga.

VINCAS

Hardy Myrtle (Vincaminor), plants with 20 leads or more and good roots, \$5.00 per 100, \$45.00 per 1000. Cash. Samuel I. Minder, 305 Euclid Ave., Lancaster, Pa.

HARDY VINCA MINOR
Strong plants from field clumps, excellent foliage and roots, first-class stock, 10 to 15 stems, \$9.50 per 100, prepaid; \$50.00 per 1000; 5000 or more, \$75.00. F.O.B. here. Prompt shipment.
PEEKSKILL NURSERIES, Shrub Oak, N. Y.

MISCELLANEOUS

Evergreens, B&B: Pines, Junipers and Arborvitae. Some large sizes.
Shade trees, Gladiolus bulbs, Dahlias and hardy Chrysanthemums.
Nagle's Nursery, Decatur, Mich.

WANTED

Wanted to buy—Choice finished landscaping material; cash and carry heavy liners. Quote quantity, size and price.
American Nursery, 5-16 Saddle River Rd., Fair Lawn, N. J.

WANTED—10,000 BOSTON IVY

1-yr. seedlings.

MOLNAR NURSERIES
R. F. D. 1 Perry, O.

WANTED

Please quote prices on Vincaminor and Hedera helix, 2½-in. pots; delivered in lots of 10,000. 75 Ginkgo biloba, 2 to 2½-in. caliper.

WEBSTER SHRUB AND TREE EXPERTS
514 Main St. New Rochelle, N. Y.

WANTED

Will trade 1000 to 5000 Azaleas, 3-yr., XX; mollis, vaseyi, calendulacea and arboreasena for Evergreen liners. Fir, Spruce, Pine, Taxus, or what have you?
BROOKFIELD GARDENS, DELAWARE, N.J.

WANTED

Buyers of Scotch Pine seedlings in large quantities. It will pay you to answer this ad.
FLICKINGERS' NURSERY
Sagamore, Pa.

Surplus Stock
can be easily and quickly turned into
Cash
by listing it in the
American Nurseryman Classified Ads

SUPPLIES AND SERVICES

FERTILIZERS

PETERS SPECIAL SOLUBLE FERTILIZERS

20-20-20, the best general purpose feed
21-7-7 Azalea Acid (for hard-water sections)
21-7-7 Azalea Neutral (for normal water)
All above, \$6.50 per 25-lb. bag.

\$22.00 for 4 25-lb. bags.
PETERS SPECIAL UREAFORM FERTILIZERS (NON-SOLUBLE)
13-6-6 Organic Special. Ureaform Nitrogen and natural organics. A pot-plant special dry feed. Non-soluble.

\$7.50 per 25-lb. bag.
\$25.00 for 4 25-lb. bags.
Du Pont Uramite, 38 per cent nitrogen from ureaformaldehyde.

(12.00 per 50-lb. bag.)
All above material in F.O.B. Allentown.
ROBERT B. PETERS CO.
737 N. 7th St. Allentown, Pa.

Turn Stock into Dollars
by Listing It in the Classified Ads
of the American Nurseryman.

FLATS

MINNESOTA WHITE CEDAR FLATS

Order by No.	Wt.	Price
	Per 100	Per 1000
No. 1, 14x20x2½	320	\$25.00
No. 2, 14x20x3	400	29.00
No. 3, 12x16x2½	250	19.00
No. 4, 12x16x3	275	22.50
No. 5, 14x16x2½	275	21.50
No. 6, 14x16x3	290	25.50
No. 7, 15x22x2½	380	28.50
No. 8, 15x22x3	425	33.00
No. 9, 11¼x22x2½	320	23.00
No. 10, 11¼x22x3	400	26.75
No. 11, 14x16x5	450	30.00
No. 12, 5x11x5	160	16.00
No. 13, 5x16x5	215	18.50
Plant boxes, 5x8½x2½	45	5.00

All other prices quoted on request.
5 per cent discount on order of 1000 or more.

The above measurements are inside. Bottoms and sides of cedar flats are ¾-in. thick; ends are ¼-in. Plant boxes are thinner.

All material surfaced on one side.

Your name and address printed up to 3 lines in black ink, on one or both end pieces at the following rates: Set-up charge, \$1.00, plus ¼¢ per piece for the first 1000 ends. ¼¢ per end thereafter. Shipped knocked-down in units of 25.

All shipments by truck unless otherwise ordered. F.O.B. Cook, Minn. Attach check. H. C. HILL & SONS, Cook, Minn.

MIXED SOUTHERN HARDWOOD FLATS
Includes Gum, Cottonwood, Maple, Willow and other soft hardwoods.

	Per 100
No. 1, 14x20x2½	\$24.85
No. 2, 14x20x3	29.00
No. 3, 12x16x2½	19.00
No. 4, 12x16x3	22.50
No. 5, 14x16x2½	21.50
No. 6, 14x16x3	25.50
No. 7, 15x22x2½	28.50
No. 8, 15x22x3	33.00
No. 9, 11¼x22x2½	23.00
No. 10, 11¼x22x3	26.75
No. 11, 14x16x5	29.50
No. 12, 5x11x5	16.00
No. 13, 5x16x5	18.50

Ends are 13/16; sides and bottom are ¾ resawn lumber, surfaced one side. Can ship by commercial truck lines or LCL freight from Karnak, Ill.

MAIN BROS. BOX AND LUMBER CO.
Incorporated 1902 Karnak, Ill.

REDWOOD FLATS, K. D.
Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure. \$38.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bd.
50 pcs. to bundle, 5 ft., \$4.50 per bd.
50 pcs. to bundle, 6 ft., \$5.50 per bd.
Ship same day. Cash with order, please.
YOHO & HOOKER, Youngstown 2, O.

Classified Ads Offer Maximum Results at Minimum Cost.

HOTBED SASH

SISALGLAZE SASH
Get all the information before you buy your sash. Also information on Sisalglaze greenhouses.

ROUGH BROS.
4227 Spring Grove Ave. Cincinnati 23, O.

LABELS

DAHLIA OR TREE LABELS

	Plain	Painted
3¼x½ ins., notched (not wired)	\$2.50	\$2.00
3¼x½ ins., wired (copper)	3.30	4.10

POT LABELS
4x½ ins. (cartons 1000 each)... 3.30 3.95
5x½ ins. (cartons 1000 each)... 3.60 4.30
6x½ ins. (cartons 1000 each)... 3.90 4.85
8x½ ins. (cartons 500 each)... 6.00 7.20
10x½ ins. (cartons 500 each)... 7.00 8.50

GARDEN STAKES
Priced per carton.
8x ½ ins. (cartons 250 each)... 2.50 3.00
10x ½ ins. (cartons 250 each)... 2.75 3.25
12x1 ½ ins. (cartons 100 each)... 1.75 2.00

EVERMARK PENCILS
The original label marker. 1 doz. 7-in. pencils per box, \$1.25.

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"We ship the same day."
YOHO & HOOKER
Youngstown 2, O.

ORCHID SUPPLIES

OSMUNDA, mixed. Bu., \$2.00. Prof. bag, \$1.00. Standard bale, F.O.B. Houston, \$11.00; 2 for \$21.00. Standard bale, F.O.B. Florida, \$8.00; 2 for \$15.00.

DETEX, a safe DDT spray. Qt., \$3.50; gal., \$11.00.

WALL TYPE POT HANGERS, hold up to 4-in. pots. Rust-resistant. Space savers. Each, 25¢; doz., \$2.75; 50, \$10.00; 100, \$18.50.

BACTO ORCHID AGAR (Difco). ¼ lb., \$3.85; 1 lb., \$14.00.

SHREDDED WAX PAPER, protect your blooms and plants when packing and shipping. Lb. 65¢; 10 lb., \$5.50.

PRICED F.O.B. Subject to change without notice.

WRIGHTWOOD FLORAL CO., INC.
2407 N. Main St. Houston 3, Tex.

Watch Your Results From American Nurseryman Classified Ads.

PEAT MOSS

HOLLAND PEAT MOSS
"BRODLEAF" quality. Just arrived. Standard burlapped bales, \$3.65 each; 10, \$34.25.
Priced F.O.B. Houston.

WRIGHTWOOD FLORAL CO., INC.
2407 N. Main St. Houston 3, Tex.

PLANT TIES

THE NEW FADE-PROOF QUIK-TIES

Now made of colorfast plastic for the florist trade.
Semi-invisible, economical, easy to use.
Packed in carton of 10,000 Per carton
4-in. \$10.00
8-in. 18.00
12-in. 27.00
Postage paid when cash with order.
Carton lots only!

McHUTCHISON & CO.
695 Grand Ave. Ridgefield, N. J.
Phone Whitney 3-2230

PLASTIC FILM

POLYETHYLENE FILM

2 mil. in 200 ft. rolls, 36 ins. wide, \$6.15;
54 ins. wide, \$9.25; 108 ins. wide, \$19.45;
4 mil. in 100 ft. rolls, 36 ins. wide, \$6.57;
54 ins. wide, \$9.51; 126 ins. wide, \$21.37.
Information on Polyflex 230 available.
F.O.B. Cincinnati, O.

ROUGH BROS.
4227 Spring Grove Ave. Cincinnati 23, O.

POSTS

Michigan White Cedar posts, 7 to 10 ft. long, 2 to 5 ins. top diameter. Untreated or pressure treated. Specify size and amount.
Farley Fences, Inc., 317 Davidson Bldg., Bay City, Mich.

SPHAGNUM MOSS

1956 CROP NO. 1 SPHAGNUM MOSS.
Large burlap bales, long fibered, clean, firmly packed; bale, \$1.35.
JOSEPH JAMROS, CITY POINT, WIS.

Fresh, clean sphagnum moss, write for our low prices, in truckloads or cartons.
Pure Sphagnum Moss Co., City Point, Wis.

Long-fibered sphagnum moss, also ground moss. Price us on truckloads delivered.
Warrens Moss Co., Warrens, Wis.

STAKES

CYPRESS PLANT STAKES

50 pieces to bundle.
1x1-in.—3 ft., pointed \$3.00 per bundle
1x1-in.—4 ft., pointed 3.50 per bundle
1x1-in.—5 ft., pointed 4.50 per bundle
1x1-in.—6 ft., pointed 5.50 per bundle
1x1-in.—7 ft., pointed 7.00 per bundle
These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!

YOHO & HOOKER
Youngstown, O.

HARDWOOD AND POPLAR SOD STAKES

Hold your sod on the inclines.
Sample mailed on request.
12 ins. long, ¼-in. thick;
1½-in. top, down to point.
In bags of 500.

Weight, 100 lbs. to 1000 pieces.
\$5.25 per 1000, F.O.B.
METAL SNOW FENCE CO.
Rice Lake, Wis.

PORT ORFORD CEDAR ARROW SHAFTS
¾x30 ins., straight, long-lasting culls.
Laquered \$4.50 per 100
Plain 4.00 per 100
12 to 24 ins., assorted 7.00 per 100
FAIRVIEW EVERGREEN NURSERY
12 Clinton St. North Fond du Lac, Wis.

BAMBOO STAKES, DOMESTIC DIRECT FROM THE PRODUCER

PENCIL THICKNESS	Per 1000
1 1/2 ft. green	\$3.60
2 ft. green	4.80
2 1/2 ft. green	7.20
MEDIUM HEAVY, 3/4 to 1 in. 500	1000
1 1/2 ft. green or natural	2.85 \$ 5.70
2 ft. green or natural	3.80 7.60
2 1/2 ft. green or natural	4.75 9.50
3 ft. green or natural	6.70 13.40
3 1/2 ft. green or natural	6.65 13.30
4 ft. green or natural	7.60 15.20
5 ft. green or natural	9.50 19.00
6 ft. green or natural	11.40 22.80
7 ft. green or natural	13.30 26.60

HEAVY	Per 100	1/2	3/4	1	1 1/2
4 ft. green or natural	\$2.88	\$3.44	\$ 4.24		
5 ft. green or natural	3.60	4.30	5.30		
6 ft. green or natural	4.32	5.16	6.36		
7 ft. green or natural	5.04	6.02	7.42		
8 ft. green or natural	5.76	6.88	8.48		
9 ft. green or natural	7.74	9.54			
10 ft. green or natural		10.60			
12 ft. green or natural		12.72			

Approx. average thickness at bottom end.
A. C. PATTERSON, CENTERTOWN, KY.

BAMBOO CANE STAKES

For greenhouse and nursery purposes.

All types and sizes.

Write for prices and quantity discounts.

ALEC HENDERSON, INC.

1305 W. Randolph St. Chicago 7, Ill.

STAKES, GALVANIZED HARD STEEL

GALVANIZED tree guying WIRE.

HOSE for guy wire PADDING.

Prices and samples sent on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.

WOOD PRESERVATIVES

WOOD PRESERVATIVE

Treat your flats with END-O-ROT, the proven non-toxic wood preservative, \$2.50 per gal. Freight prepaid on 30 and 55-gal. drums.

NEW YORKER BAG & BURLAP CO.

651 Marshall St. Elizabeth, N. J.

Phone ELizabeth 4-3115



Has three 43" Heavy Metal Stakes, Two 9 inch loops.

Put around the plants early. Heavy stems protruding may be tied to support as plant nears production growth - Extra stake furnished to support the early growth.

Bright green enamel finish.

This is an Ideal Garden Gadget.

Send for folder today.

LANSING SPECIALTIES MFG. CO.

Dept. AN 57, 910 Clark Rd. LANSING 17, MICH.

NURSERY TAGS

"Weather Resistant"



Size 1/2 x 3/4 in.

Prices per 1000 - Tag Stock

1000 to 4000	\$1.35	20,000	\$0.90
5000 to 9000	1.10	50,000 .....	.75
10,000	1.00	100,000 .....	.65

• Made of Water-resistant Paper Stock

• 8 Colors Available

• Sheets of Ten for Typewriting

Write Today for Prices and Samples

PREMIER SOUTHERN TICKET CO., INC.

P. O. Box 5 CINCINNATI 7, O.

NURSERY LATH

Penta-treated and securely woven to gather with heavy galvanized wire to provide 70% controlled shade.

One roll or more shipped anywhere!

F. A. MCKENZIE MFG. CO.

Avinger Texas

MASSACHUSETTS COURSE

[Continued from page 8]

where he had a man watering all day. He found this system unsatisfactory and recommends overhead watering in the lath house. He favors having the plants in beds, does not recommend plunging during the spring nor mulching after July 4. He uses Wilt-Pruf, mixed in spray and fertilizer. Wilt-Pruf adds glossiness to the evergreens.

Mr. Bigelow described his use of overgrown trees for shade.

Kirk Corliss, Corliss Bros., Inc., Gloucester, suggested that an aluminum lath house gives 100 per cent more light and is highly successful. It is more expensive than a wood structure, but will last for 15 years and can be left up winter and summer. His lath house is 10 feet high, with 2x6-inch stringers.

Mr. Godin pointed out that corrugated aluminum laths three feet wide are much stronger than flat aluminum laths. Supports are 2x6-inch, treated with Cuprinol and placed four feet apart. The laths are noisy in a wind.

Some discussion of the use of plastics arose. Mr. McLay described his use of plastic at the base of the lath house for protection against wind. He found that the lower parts of his evergreens burned otherwise.

Mr. Godin used plastic over the top of his lath house, to protect Christmas trees against the weather. He plans a similar effort on spring material.

Mr. Tramposch spoke of the use of polyethylene for plant growing in Connecticut.

Prof. Lyle Blundell, speaking from the audience, described a lath house utilizing galvanized pipes placed in concrete for posts, a peaked roof and snow fencing which rolls from the top to the ground, easy to raise or lower. He has overhead watering.

Mr. McTucker, Darien, Conn., spoke on watering. His beds were enclosed by boards, but watering was not satisfactory. He used shavings as a mulch, with overhead watering. Since the shavings take up considerable nitrogen, he feeds with nitrate of soda once a month.

Related Merchandise

In a discussion on related sales during the second Thursday afternoon panel it was the consensus that related sales should be a part of the garden center business, with the exception of power tools and garden furniture. Some of the speakers did

DRESS UP YOUR SALES LOT WITH BETTER "LIVE" PLANT DISPLAYS

Garden store and sales lot promotions in recent years have been greatly aided by the gaily colored packaging and display devices provided by seedsmen and garden chemical manufacturers. By depending entirely on such displays to create an aura of sales appeal many retailers are overlooking the important fact that their most important wares, their "live" plant merchandise items, must look equally vibrant and attractive in order to sell themselves. Wise dealers, with this thought in mind, have found that plants treated with Wilt-Pruf plastic spray are finding a greater market with impulse buyers and gardeners who are not bargain seekers.

PLASTIC SPRAY TREATMENT SELLS

Every dealer knows that a display of flowering plants draws attention — but what of the evergreens and ericaceous plants? Wilt-Pruf plastic spray brings out the deep, delicate shades of green in these varieties and allows even dull light to reflect the vitality and vigor of their natural colors. In comparison — untreated plants look drab and uninviting until months after final planting.

LONGER LIFE FOR DISPLAY PLANTS

Nothing detracts more from the character of a sales lot operation than half-dead, dried-out plants which are still too much alive to be relegated to the brush pile. Most often they are shoved off into a corner for bargain sales and a hope that someone will buy them before they expire. Progressive, profit-wise nurserymen, who know that only attractive displays sell, have found a new friend in Wilt-Pruf, the protective plastic spray which has been developed for the prevention of such drying out and its resultant sales loss.

WHY WILT-PRUF?

Most plant loss on sales grounds is due to wilting and drying out from excessive transpiration (transmission of moisture from the plant). This excessive loss of life-giving water is stopped by the Wilt-Pruf coating and therefore display plants stay fresh longer under any conditions, even when displayed in direct sunlight.

EASE AND ECONOMY

Since Wilt-Pruf is a water base spray it requires no great explanation to show the ease and economy of such an operation. Mixtures are applied in fine spray form with no special equipment and applications last for several months. In instances where the mixture has been allowed to set in a sprayer, an economical solvent is available from the Wilt-Pruf manufacturer.

NURSERY SPECIALTY PRODUCTS, Inc.
CROTON FALLS, N. Y.

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: **\$4.50** per inch, each insertion.

Lines: **40¢** line; minimum order **\$4.00**.

FOR SALE

IDEAL BUSINESS FOR FAMILY OPERATION

Old established nursery and garden supply store with landscaping and tree service business. Located in southwestern city of 250,000 population with large government installations and industries. Mild winters—95 per cent average sun. Store has all-glass front, glass greenhouse, lath house, storage buildings, all on one acre of ground in city limits.

Complete selling price, \$75,000, which includes: Real estate, \$50,000; stock, equipment, good will, business name, etc., \$20,000; accounts receivable from \$5,000 to \$10,000. Will consider selling without real estate and give long-time lease. For further details address Box 367, care of American Nurseryman.

HELP WANTED

LANDSCAPE SALESMAN

Excellent opening for experienced landscape salesman, capable of making contacts, drawing plans and preparing estimates. Excellent opportunity and top salary for the right man.

We have large retail nursery and garden shop with landscape offices above. The largest and fastest-growing landscape firm in northwest Ohio. If interested write, wire or call for more details and appointment.

SECOR LANDSCAPE CO.
3340 Secor Rd., Toledo, O.
Phone: Lawndale 2191

FOR SALE

Well-established retail nursery and landscaping business in rapidly growing northern California community. Will be heavily influenced by Feather River project. Owners wish to retire. Stock cash, site for sale or lease. Residence on premises. Write to Box 377, care of American Nurseryman.

HELP WANTED

LANDSCAPE SALESMAN

We need a man qualified in design, drawing plans, etc., to call on our customers. Salary until established, then commission.

We have a good sales area, 400 acres of nursery stock, and have been in business over 100 years. If interested write direct, giving your past experiences and references of former employer.

HILLENMEYER NURSERIES
Lexington, Ky.

FOR SALE

Well-equipped nursery located within the city limits of Minneapolis, Minn. Situated on a heavily traveled main highway, close to veterans' hospital. Two large lots (fenced) with a good building, neon signs, a good stock of seed, shrubs, trees and evergreens. Contact:

MR. GEORGE SANBORN
2649 Lyndale Ave., S.
Minneapolis, Minn.

HELP WANTED

Old, established nursery needs salesmen qualified to design, draw plans and call on prospects of all types. Located in Maryland-Washington metropolitan area, 100 acres of nursery stock in wide variety. Excellent reputation for quality landscaping. Also have salesyard. Write giving training, experience and references. Reply to Box 379, care of American Nurseryman.

HELP WANTED

Grower's representative for long-established northern California rose specialists who list over 300 varieties of both modern and old-fashioned roses. Address replies to Box 375, care of American Nurseryman, giving experience and pertinent information.

FOR SALE

Nursery, 9½ acres, over half in shrubbery. New 28x65-ft. office and workshop. Fine location for expanding into retail garden center. For further details address:

MR. FLOYD T. DEARY
Laskin Rd. at Hilltop
Virginia Beach, Va.

SITUATION WANTED

Salesman for retail or wholesale nursery. Lifetime experience in all phases of this business. Single, 50 years of age, best of references. Can merchandise nursery stock of all types. Particularly retailing in garden centers. Reply to Box 355, care of American Nurseryman.

HELP WANTED

LANDSCAPE ARCHITECT

Full-time job for male or female capable of rendering foundation and complete plans for several salesmen. Speed is as important as a well-rendered plan. We are one of the oldest and largest nurseries in the midwest. Address replies to Box 378, care of American Nurseryman.

HELP WANTED

Christian man for manager of nursery sales lot. Some experience in designing, also capable of handling planting crew. Good salary. Give age, experience and references.

WHITE'S NURSERY
71 S. Cass Lake Rd.
Pontiac, Mich.

HELP WANTED

SALESMAN

Expanding wholesale nursery needs aggressive representative. Write giving age, experience and all pertinent information in first letter. All replies will be kept strictly confidential. Write Box 348, care of American Nurseryman.

Christmas Sales

Christmas sales can furnish a good income at the end of the year, formerly a dull season for garden centers. Christmas sales bring customers that otherwise would not come and they help to maintain a 12-month employment program. Supermarkets may sell Christmas plants, but they cannot offer the atmosphere or quality of the garden center. Nursery

FOR RENT

Available location, for nursery, truck crop, floral, etc. Ideal sandy farm on main highway with road stand. House and everlasting spring irrigation. Will rent or share operations with experienced, capable man.

WM. H. SPENCER
Hot Springs, Ark.

HELP WANTED

We need a man qualified to design, draw plans and call on our customers. Salary good for suitable man. Located in Virginia. We have a good sales area, excellent stock and a garden center. If interested write giving training, experience and reference of former employer. Address replies to Box 319, care of American Nurseryman.

HELP WANTED

LANDSCAPE SALESMAN

Must be qualified in drawing and supervising plantings. Write giving age, experiences, references and salary expected to start with.

DRAKE'S NURSERIES
G-4342 Branch Rd.
Flint 6, Mich.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

sales, however, should be more than 50 per cent of the business.

Mr. Trampusch does not sell power tools. He feels that it requires a full-time specialist and that a poor job on equipment can hurt other departments.

Mr. McLay favors selling seeds, wild bird food (which is a big item with him in the winter), bird cages and fertilizers. His firm sold 50 tons of bird seed in a winter, and fertilizer sales have increased almost 200 per cent a year. He advises buying fertilizer F.O.B. at the door, not by carlots. Baled peat moss has been eliminated as too competitive. Garden tools are limited to rakes and garden hose. Insecticides and fungicides were disappointing, with sales amounting to only 1 to 2 per cent of business. Power tools, furniture and gifts and gadgets are not sold; Christmas merchandise is important. Last year artificial Christmas trees were a big item; 8,200 were sold at \$5 to \$75 each.

Mr. McLay feels that the sales of nursery stock are decreasing. Plants should be planned for blooming at a time to inspire customers to think about buying for the future.

Mr. Bigelow brought out the information that the Gardeners' Guild has a series of records and booklets with information on related sales and customer approach.

In response to a question concerning picnic and barbecue supplies, Mr. Bond advised carrying only the best barbecue grills and plenty of picnic supplies of good brands.

Mr. Packard advised against carrying too many brands of fertilizer and seeds. He recommended that gift items be limited to related fields.

In reply to a question from Seth Kelsey, Mr. Bond stated that a line of pet supplies could be profitable, depending on the store's location.

Pricing for Profit

Mr. Godin, speaking first on the subject of pricing for a profit, remarked that the retailer buying material knows the cost of the item, whereas the wholesaler does not. To arrive at a markup the typical figuring goes like this: An item costs \$1 and sells for \$2, or a 100 per cent markup. Markup should be figured on a basic cost figure which includes shipping expense and a figure offsetting the percentage of loss. Nursery stock is a big risk in any garden center because of perishability. Markup should be higher today because of increased costs. Mr. Godin, who operates as both a retail and a whole-



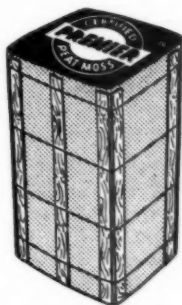
Plastic packages

Plastic Bales—poly laminated inside and outside

PREMIER'S PLASTIC LINE

The No. 1 packaged line for nurseries to sell

- Best-known, best-quality sphagnum peat moss
- Colorful, eye-catching, fast-selling packages
- Easy to store, display, deliver
- Rot-proof—clean—no spillage
- Free posters, literature, mats, etc.



Veneer or Burlap

Premier's big-value bales are your best peat moss buy to use

Premier is used by more nurseries than any other brand—for general soil improvement, mulching, transplanting, lining out, seedbeds, etc. Big-value bales in sizes for every need—available from both Canada and Europe.

Sell **SOIL X-PEDITER** — the ready-to-use, free-flowing sphagnum peat in bags—8 sizes, 2½ to 100 lbs.—plastic protected.

Any combination can be shipped in one car

Send for prices and details

PREMIER PEAT MOSS CORP., 535 FIFTH AVE., NEW YORK 17, N. Y.

DAISY BRAND wood GARDEN MARKERS

Made of GUMWOOD
SMOOTHER • WHITER • DURABLE

Lower Cost
brings you
Greater Profits

Size	Packing	POT LABELS (Bulk) — Dealer Cost/1000		Wt./Case
		Plain	Painted	
4x3/8 in.	1000/carton 5M/case	\$2.42	\$3.10	18 lbs.
5x3/8 in.	1000/carton 5M/case	2.68	3.42	20 lbs.
6x3/8 in.	1000/carton 5M/case	2.93	3.78	23 lbs.
8x3/8 in.	500/carton 5M/case	4.50	5.58	26 lbs.

Size	Packing	COPPER WIRED PLANT OR TREE LABELS (Bulk)		Wt./Case
		Plain	Painted	
3 1/2 x 5/8 in.	1000/carton 5M/case	\$3.15	\$3.91	16 lbs.

Also available: DAISY BRAND 6" Boxed Wood Labels packaged in small units for repeat sales.

RETAIL PACKAGES

50 markers/box (6"x5/8")	48 boxes	RETAIL
15 lbs./case Cost \$7.20/case	25c	
25 markers/box (6"x5/8")	96 boxes	
18 lbs./case Cost \$8.64/case	15c	

DEALER PROFIT 40% ON PACKAGES

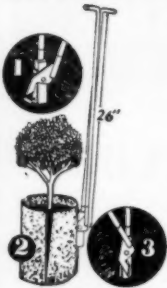


MULCO PRODUCTS, Inc.

Plants: Milford, Del.—Indianhead, Md. Administrative Sales Off.: 76 Beaver St., New York 5, N.Y.
All prices F.O.B. Milford, Del. Jobbers wholesale prices available upon request. Write for samples. Address correspondence New York office.
Terms 2% 10 days, Net 30.

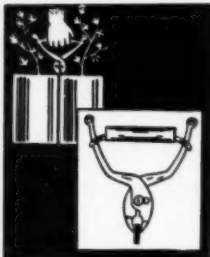
SAVING THE MOST time and temper COAST TO COAST

REDHEAD CAN SHEAR



cuts ALL cans
 • CLEANLY
 • SWIFTLY
 • SAFELY!!
 Retail: \$7.50
 Nursery Price:
 1 only \$ 7.00
 2 for 13.50
 3 for 18.00
 Postage extra.
 Pkg. wt., 4 1/2 lbs.
 each.

HANDY-MAN GRIPZIT



• SAVES
 wear and tear
 on cans and
 fingers.
 Retail: \$3.25
 Nursery Price:
 1 only \$3.00
 2 or more
 \$2.75 each.
 Postage extra.
 Pkg. wt.,
 3/4 lb. ea.

Both of these tools have
 been copied.

Look for this "Handy-Man"
 label. Be sure of getting the
 genuine — buy **AYER-
 LINE** from our authorized
 jobbers. They can save you
 freight and time.



From Maine south through Virginia,
 west through Pennsylvania and West
 Virginia, write A. H. GUTBROD CO.,
 Box 96, Irvington, N. J.

From North and South Carolina, Georgia,
 Alabama and Florida, write
 GOOCHLAND NURSERIES, Pembroke,
 Fla.

From Illinois, Indiana, Ohio, Kentucky
 and Tennessee, write A. M. LEONARD
 & SON, Piqua, O.

From Kansas, Missouri, Oklahoma, Arkansas,
 Louisiana, Mississippi and Texas,
 write VERHALEN NURSERY CO.,
 12140 Harry Hines Blvd., Dallas, Tex.

From Unnamed States Write to:

Ayer-Line INDUSTRIES, INC.

209 Jones St. BERKELEY 10, CALIF.

sale nurseryman, said wholesalers should raise prices as the retailers have done and eliminate the one-third discount except for landscape men. In pricing items, everything must be checked and evaluated; overhead (office, light and leftover stock), competition and the necessity of keeping quality high. Inventory, too, must be kept heavy for week-ends.

Mr. Bond described the process of inventory at Wyman's. Every item of nursery stock is tagged with the price and the name of the item. These tags are in duplicate, one half for the customer, the other half for the cashier. All tags are kept according to the date sold and enable Wyman's to maintain a record of the quantity sold of each variety and size of nursery stock. Propagation and growing of materials can thus be controlled for what is needed, and future sales can be more accurately estimated. A tagging machine can be rented to facilitate this system.

Mr. Bigelow advised garden center operators to get as high a price as they can for their stock. If an operator gets a good bargain he should still mark up the item to meet competitive prices.

In reply to a question by Mr. Tramosch, "What percentage of net profit should be made in a year?", Mr. McLay said that on a basic markup of 50 per cent, a 4 per cent yearly profit is good. There was general agreement on that figure and on the policy of marking up merchandise to as high a price as is consistent with the current market.

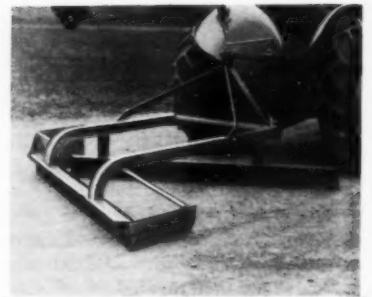
Banquet Speaker

A general social hour preceded the annual short course banquet, at which Dr. Bradford Washburn, director of the Museum of Science, Boston, was the guest speaker. Dr. Washburn, a famous mountain climber and gifted speaker, related his experiences in mapping the area around Mount McKinley, Alaska.

The second day of the short course opened with the showing of a sound film illustrating the general planning and layout of a garden center, stock materials and their upkeep and profitable related sales items.

Seth Kelsey, chairman of the Massachusetts Nurserymen's Association educational committee, opened the meetings, congratulating the many participants, who braved a severe snowstorm to attend.

In the absence of William Cone, who was unable to attend the short course because of illness, Emil Tram-



LOW COST MONEY SAVERS

The Gledhill Land Leveler is a real time and labor saver. Versatile and job-proven to effectively perform all types of leveling jobs. It pays for itself. Fits any tractor with a 3-point lift.

SATISFACTION OR MONEY BACK
 For further information write . . .

The GLEDHILL



ROAD MACHINERY CO.
 GALION, O.

NOW... A SPECIAL Taubman BLACK INDELIBLE MARKING PEN

**TO MARK
WOOD LABELS
AND TAGS**

MODEL #329 N

4 1/2
INCHES
LONG **39¢**
Fed. Tax included

- Disposable . . . No refills
- Quick drying
- Fade proof • Run proof
- Not affected by rain, snow, insects, soil bacteria

**INQUIRIES
FROM WHOLESALES INVITED**

**SEND YOUR
TRIAL ORDER
FOR ONE
DOZEN PENS
TODAY**

**FOR QUICKLY
IDENTIFYING
TREES, SHRUBS,
PLANTS**

SAMUEL TAUBMAN & CO.

176 Madison Ave. NEW YORK 16, N. Y.

posch was again moderator. William Bigelow opened discussion on the first subject of the day—sales personnel and training—by stressing the point that, through advertising, nurserymen have an investment in every customer. The salesperson should, first of all, be neat-appearing and friendly. Since garden centers are not selling a necessity of life, they must constantly strive to interest the customer and attract him.

The salesman should know his plants and be familiar with fertilizers, insecticides and fungicides and their uses. The customer expects intelligent information. The salesman should know something about design to be able to help the customer in his individual situation. He should not necessarily try to sell customers on the first thing they look at or ask about.

Horticultural magazines and books should be kept in the salesroom for customers to inspect. The employer should train his own salespeople with positive suggestions and try to utilize their particular talents. Some may be particularly good at design and able to help others. The employer should keep salesmen constantly with customers by hiring boys to wrap plants. At the end of a busy day, he might invite the salespeople to stay for refreshments and an exchange of the day's experiences.

Charles Godin suggested a dinner for sales personnel early in the season as an opportunity for a pep talk on selling. One should try to have a specialist in design who can help clients with problems. Competition among salespeople can increase unit sales.

Part-Time Help

Raymond McLay said that a group of key men with 20 to 30 years' experience should be the basis of a sales staff, complemented by college students or other part-time workers. College students, he said, seem to make top salesmen.

Clifford Packard described his situation as fortunate in that he has good week-end and part-time help from salesmen in other fields. He holds that the salesman should not be afraid to say, "I don't know," but should find someone who does know and can help with the best solution.

Willard Bond suggested that the manager begin the sale and then let the salesman take over. The manager should adopt a guide-the-ship policy with sales personnel.

Emil Trampusch, with a group of

Tell what you sell... *all year long!*



and sell more... *every season!*

You can make one SALES BOOSTER SIGN do the work of eight! or ten! or twelve! conventional signs — do it by simply changing panels.

Each week, all year long, you will be able to call attention to seasonal items — items which, at the moment, are in greatest demand.

Folks who pass your place frequently will come to rely on your sign for ideas and suggestions.

Can you think of a more effective, less costly way to increase store traffic and sales?

For more complete information on how to sell more every season return the coupon below.

SALES BOOSTER SIGN

CLIP AND
MAIL TODAY

GROWERS
SIGN SERVICE
Dept. O-1,
Tallmadge, Ohio

GROWERS SIGN SERVICE, Dept. O-1, Tallmadge, Ohio

Gentlemen: Please send, without obligation, illustrated folder and price list for SALES BOOSTER SIGNS.

Name.....

Street.....

City..... Zone..... State.....

WATCO MISTING SYSTEMS

Used by the leading growers of the country



1/4-in. 4W Wide-Angle MISTING NOZZLE
\$2.95 each

INSURE HEALTHY
ROOTED CUTTINGS —
FASTER
AT LOWEST COSTS

INTERMITTENT SYSTEMS
FOR ALL CROPS

WATCO

NOZZLES — TIMERS — SOLENOIDS — STRAINERS — ACCESSORIES
• LAYOUTS SUPPLIED FREE — SEND FOR BULLETIN No. 30

AL SAFFER, Horticultural Supplies, 130 W. 28th St., New York 1, N. Y.
ORagon 5-2246



Complete Clock-Timer and full 1/2-inch solenoid-wired, ready to hang up.

\$65.00



**Enhance Beauty ...
Build Profits ...**

with New

MORRISON Curb and Lawn Edging !

Strong, pliable, hot-rolled steel curbing prevents scattering of gravel, breakup and erosion of solid paving materials, encroachment of grass on other planted areas.

- Heavily coated with special green paint • lasts indefinitely • cannot warp, splinter, rot • unaffected by frost • nonporous • impenetrable by roots.

**Write for
complete information.**

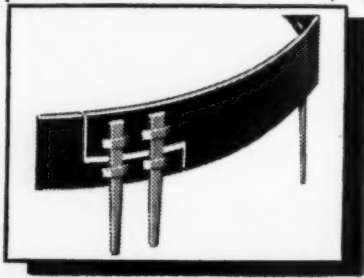
Territories still open for distributors.

**MORRISON
STEEL CO.**

475 Jersey Ave.

New Brunswick, N. J.

*Installation is simple ... sections
are just positioned and joined!*



eight salesmen, has a sales department where nobody exercises authority directly. There are no personnel problems. All get bonuses, and the owners can leave at any time knowing that efficient operation will continue. Mr. Tramosch feels that an operator should train his own men rather than search for supersalesmen. The man in charge of his garden shop was a parts manager in a garage, who began working part time and eventually assumed steady work in the nursery. A bank teller and a dental hygienist work week-ends. College students seem to have a special interest in garden centers. An effort should be made to attract students into the nurseries.

Guarantee Necessary

Mr. Packard, launching the session on sales policies, stated that if a customer asks for a guarantee it should be given to him, but that he should be instructed in the proper care of the item he purchases. If he asks later for a replacement he should be questioned about possible errors on his part in the care of the plant or shrub. The customer may come to realize that he himself was at fault, but he should be given a replacement if he insists on it. Free delivery should depend upon the size of the order. Customers can be persuaded to take small orders with them if a definite time for delivery cannot be set. Credit can be extended if one knows the customer. Budget sales and financing are best handled through a bank. Mr. Packard advised adhering to posted sales ground hours and remaining open for Sunday sales. His establishment does not give sales commissions.

Six-Month Guarantee

Mr. Godin favors a 6-month guarantee. In his nursery nothing is sold in the fall that is not strictly hardy, but orders are taken for spring delivery. When a guaranteed item is replaced, the customer pays for the labor. A good guarantee is good advertising. Delivery is free but must wait until the truck is scheduled for a trip to the customer's area. Credit is given for 30 days or for 90 days upon request, and interest is charged for credit over 90 days. Budget sales are arranged, but no delivery is made on such items. Laws prohibit business on Sunday in Mr. Godin's area. He has found that the big sales hours are from 5 to 8 p. m. Monday through Friday. Out-of-season sales can be boosted by soliciting fertilizer and peat moss

NEW  **Quik-TIES**

**WATER PROOF
FADE PROOF**



**VINYL
PLASTIC
with
WIRE CENTER**

**TIES
WITH
A
TWIST**

**4, 8 & 12
inch sizes**

**10,000 per
carton**

SOLD BY LEADING
SUPPLY JOBBERS

plast-ties company

SANTA ANA, CALIFORNIA

More Trees ... Better Stands

**NEW DRUG HELPS CONTROL
DAMPING-OFF, GIVES AS MUCH
AS 100 PER CENT PROTECTION**

The drug that has proved so highly and uniformly effective is SUNOX. College-tested and field-proved over a period of years, SUNOX is now widely used as a standard procedure in preventing Rhizoctonia-caused diseases. A soil fungus, Rhizoctonia solani, ranks as a major agent of damping-off in seedbeds and in cutting benches. It attacks liners in the field and mature plants and shrubs in the homeowner's garden.

"We applied SUNOX in a test for control of pre-emergence damping-off on both black and white spruce. Damping-off killed 75 per cent of the seedlings in the control bed, 50 per cent in the recommended treatment and less than 10 per cent in double the recommended measure," reported a large grower in the midwest.

"A marked reduction in the mortality of the small trees was noticed immediately after application of SUNOX," another large grower in the south reported. "We made three applications on the affected areas with significantly good results."

ECONOMICAL

1 lb. of SUNOX makes 320 gallons of treating solution at a cost of 2c per gallon and less. 1 gallon will treat 8 sq. ft. of rooting medium or 4 sq. ft. in the field. Write for prices and literature.



MIDVALE CHEMICAL CO.
P. O. Box 206 **LODI, N. J.**

purchases by hardware stores in the vicinity, with delivery in the spring. No bonuses are given to salesmen.

Mr. Bigelow advises that written sales slips be given to customers and required of them in the event of complaint or request for replacement.

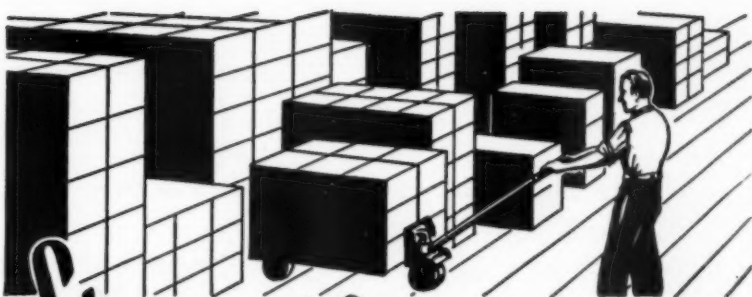
Mr. McLay outlined the Tree-Land policy, which provides a guarantee of 60 days but requires presentation of a sales slip. One man handles the guarantee, which may be extended to 70 or 90 days, depending upon the circumstances. Mr. McLay feels that a guarantee should be given willingly. Any show of resentment is poor advertising. Fall sales are guaranteed until April 15. There is some credit given, but cash business is encouraged. Budget sales and financing are allowed. Mr. McLay feels that nurserymen should hasten to guarantee rose plants because of the competition from the rose specialists, who give long guarantees. Tree-Land does have Sunday hours but would prefer to close. There are no commissions.

Mr. Bond told Wyman's policies as follows: One person handles the guarantee. Free delivery is provided for small orders, but time of delivery is not specified. Budget sales are arranged for a 12-month period. Sunday sales provide considerable revenue. Sales hours, Monday through Friday, are from 8 a. m. to 9 p. m.; on Saturday, from 8 a. m. to 6 p. m., and on Sunday from 9 a. m. to 6 p. m. No commissions are given.

Mr. Tramosch explained that at the Garden Exchange delivery is free and credit is extended after checking with the credit bureau. There are profitable Sunday sales, but Mr. Tramosch thinks that time should be taken off during the week. He believes that tremendous good will is established by making voluntary replacement to a customer who mentions that he has lost a plant or shrub previously purchased. His sales ground hours are from 8 a. m. to 6 p. m. There are no out-of-season sales.

Advertising Media Appraised

The afternoon discussions, on promotion of special services, commenced with Mr. McLay's suggestion advocating advertising during July and August, particularly in neighborhood newspapers. His advertising costs are now about 9 per cent. Mr. McLay found radio advertising not too successful. He considers it now obsolete because of television, in which medium the cost



Shipped from stock...

Without a doubt, one of the more important problems you have to face, as a grower is that of having a sufficient supply of pots on hand when you need them. And that's one Union can help you solve!

The folks at Union know that once a plant reaches the point where it needs potting - or repotting - it can't wait. That's why they make every effort to anticipate your needs as each growing season advances. That's why you'll always find ample stocks of Plastic Pots, Tubs and Pans on hand in the Union warehouse.

For the past five years, a high percentage of orders from growers HAVE BEEN SHIPPED FROM AVAILABLE STOCKS without having to wait for production schedules. That's a major reason why Union has assumed an increasingly important place in the industry.

Write today for catalog and prices. That's the first step in taking advantage of Union's "ship-from-stock" service!

"A size for every growing need!"

UNION PRODUCTS INC., Leominster, Mass.

DETORF PEAT MOSS from Germany's finest bogs



Dutch Burlap Nursery Squares
Green Bamboo Canes
Japanese Natural Canes, heavy
GS Sprayers
Sisal Tying Twine and Rope

GARDEN SUPPLY SALES CORP.

2120 Lake Ave. Rahway, N. J.
Phone: Westfield 2-8950

FLASH

After 30 Years of Research —
Thousands of Field and Greenhouse Tests —
From North to South and East to West

World-Famous

LABORATORIES OF SOIL & PLANT RESEARCH

Offer You
NEW . . . DOUBLE-CULTURED

VITALOAM

—TRADE-MARK—

Organic soil rejuvenator for everything that grows in the earth—ANYWHERE. Without disease-spreading manures or chemical fertilizers VITALOAM can restore your soil to "VIRGIN" fertility instantly. Most beautiful line of retail packages in America. Special big bags and storage drums for greenhouses and nurseries. Exciting literature and POINT-OF-SALE display pieces.

Experiment stations in
Ohio, Indiana, Kentucky and Alabama.

VITALOAM, world's first and only SOIL REJUVENATOR, is a SOFT AND VELVETY TEXTURED black (organic) powder, which you incorporate into the soil at planting time. You USE NO MORE until another planting is to be made. Already in use by HUNDREDS OF LEADING GREENHOUSES & NURSERIES and by PLANT SPECIALISTS EVERYWHERE. For finest results, USE NO MANURE OR CHEMICAL FERTILIZER with VITALOAM. ONLY ONE APPLICATION—at planting time—for MAGNIFICENT RESULTS.

For wholesale prices, address

DEPARTMENT OF PLANT RESEARCH
133 Wilson Ave. LANCASTER, OHIO

We Still Have Openings for Distributors in Several States



NEW COMPLETE CONSTANT MIST PROPAGATION SYSTEM

TO ROOT SOFTWOOD CUTTINGS of trees, house plants and shrubs outside under water fog in especially pigmented Ultraviolet plastic enclosure—admits optimum light. Low-capacity, long-lasting STAINLESS STEEL fog nozzle—1½ gals. per hr.—cheap to operate. No complicated timers or electronic controls to worry about. No drainage problem—set up in less than an hour anywhere outdoors—connect to garden hose. Big capacity—diameter 4 ft.—holds up to 1000 CUTTINGS at a time—several crops a season. Requires almost no attention or previous experience. IDEAL FOR EXPERIMENTATION WITH LIGHT, HEAT, MIST AND HORMONES on softwood cuttings. MISTIC BUBBLE comes complete, except for bricks and sand. Directions incl. \$29.95 ppd. in U. S.

INCREASE GREENHOUSE PROFITS WITH NEW STAINLESS STEEL NOZZLES

Long-lasting, low-capacity Steinen nozzles—1½ gals. per hr.—especially for greenhouses or where drainage is a problem. Install overhead or on stand-pipes. Has ¼-in. male pipe thread—monel metal strainer. Spray diameter, 4 ft.; spray angle, 120 degrees; pressure, 40 p.s.i. and up. Each \$3.75 ppd. in U. S. Write for quantity prices.



MIST METHODS CO. — Jewel W. Templeton — AN-4 — WINCHESTER, TENN.

of advertising is prohibitive. Direct mail and catalogs are not used. Discount sales made possible by a good buy, clearance sales and anniversary sales help business.

Mr. Bigelow finds a special problem in his section, as mail-order firms take money out of the area and door-to-door salesmen sell inferior stock. By means of folders showing the difference in quality between material from mail-order houses and from the local legitimate nurserymen, the customer can be educated to the advantages of buying good material. Some door-to-door selling can be done in winter by nurserymen.

Mr. Bond, of Wyman's, also spoke on the subject of fly-by-night operators and described the Wyman brochure showing pictures of poor material as compared with Wyman's quality material. The Boston better business bureau gave permission to the garden center to show the names of concerns employing bad business practices. Mr. Bond finds newspaper advertising productive and uses radio advertising during the Christmas season. Advertisements are placed in programs and yearbooks but present no sales message, reading only "Compliments of Wyman's Garden Center." Lending material for school and college functions is good advertising. Discount sales are good, when necessary. Reindeer on the premises during the Christmas season are a powerful attraction, and music at all times helps sales.

Sponsors Newscasts

Speaking on promotion, Mr. Godin advised trying to get a gardening column into the local newspaper in which the garden center advertises. Adams Nursery sponsors radio newscasts from 7:25 to 7:30 a. m. and from 5 to 5:05 p. m. three days a week and is making arrangements for 10-second spot advertisements on television. Mr. Godin thinks that discount sales should be discouraged because they discourage buying during the regular season.

Since Mr. Trampusch is located in a small metropolitan area with a large listening audience, he finds that radio is the best advertising means. The program is carried on a time-payment basis, a unique arrangement which might not succeed in other areas. Spot advertisements are not too good, and television is too expensive. Advertising by pictures rather than by prices makes a newspaper advertisement look more like a news item. Mr. Trampusch

more fence profits

FOR YOU WITH NEW

Habitant DESIGNS!

The biggest year yet in fence sales and profits is off to a great start with Habitant's introduction of a smart new addition to the famous Habitant line. It's beautiful, modern Basket-Weave in long-life Michigan White Cedar. Shipped completely assembled in custom-fit sections, new Habitant Basket-Weave Fence is ready for instant installation with matching gate. This new addition makes Habitant the most complete line of fine wood fence, with styles ranging from paling and stockade to popular picket and post-and-rail.

WRITE FOR DETAILS ON THE MONEY-MAKING HABITANT FENCE LINE, AND FOR NEW FOLDERS, BROCHURES AND SPECIFICATIONS.

Habitant FENCE, INC.

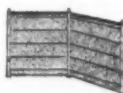
BAY CITY 20, MICHIGAN

The Finest Fence You Can Sell!



MORE SALES, QUICK AND EASY WITH NEW Habitant DECORATIVE UNITS...

Here's the NEWEST idea in fence sales—ready-to-install units designed for dozens of uses. Units are shipped ready to install, complete with posts; all sturdily built of Michigan White Cedar. Twelve different units for your customers to choose from—each one an inspiration for additional sales of Habitant Fence!



THE LANCASTER UNIT
to shield a terrace



THE HAMPTON UNIT
to screen an entry



THE PENROSE UNIT
to frame a garden

and his Garden Exchange do advertising by direct mail. They do not place advertisements in programs or yearbooks and feel that discount, clearance and anniversary sales are dangerous. In their opinion it is better to give something away, such as a gift certificate for \$5 or a pound of fertilizer, than to cut prices.

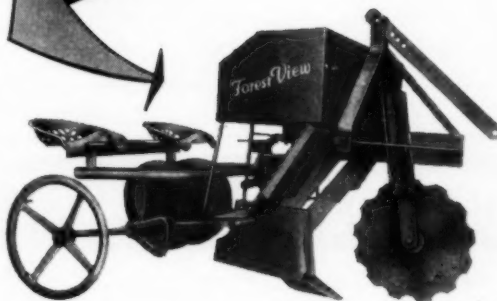
Mr. Tramosch described a special service supplied by the Garden Exchange in Connecticut—an auditorium for meetings, lectures and movies, which is available free of charge to garden clubs and other horticultural organizations. This idea has brought in excellent business and helps out particularly at Christmas and Easter. The use of this auditorium keeps horticultural interest lively.

As the final meeting of the short course reached adjournment, Mr. Tramosch thanked the panel for its excellent presentation of a broad subject.

ORCHARD HILL NURSERY will open this spring at La Crescent, Minn., on acreage recently acquired by George Nelson, federal inspector of incoming nursery stock in Minnesota. Managers will be Bruce Nelson and Robert Lunquist.

ForestView TANDEM PLANTER

.... cuts tree planting time and costs



- Exact, positive spacing with exclusive timing wheel
- Correct planting depth on any terrain with special contour lever
- Exclusive, scalloped coulter wheel for fast, easy cutting of sod, etc.
- Twin-seat design cuts planting time in half

The most rugged, versatile tree planter ever built, the ForestView Tandem Planter assures fast, low-cost planting of seedlings, lining-out stock, potted material or other small plants. Easy to operate lever control permits instant adjustment to even the most rugged terrain. The newly designed, patented trencher shoe speeds planting of potted material and liners without damage. Precision alignment of stripper bar prevents clogging by weeds and undergrowth. Commercial steel construction throughout—ball-bearing mounted heeling wheels. Mechanized planting eliminates human error—insures better survival.

Write today for literature and prices — FREE

Dealer Franchises Being Made Available on a National Basis. Send for complete details on dealer discount plan.

FORESTVIEW EVERGREEN NURSERY

Dept. AN

Germania, Penna.

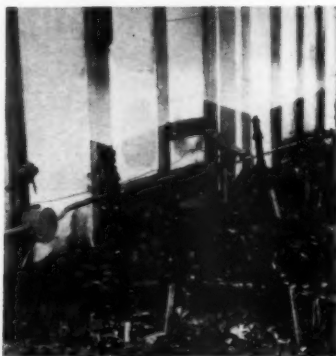


MONARCH FOGGERS FOR MIST PROPAGATION

**Less
water**

**Less
trouble**

**No
clogging**



Actual installation of Monarch Foggers in propagation cutting bed. Foggers are installed on standpipes, 3 to 4 feet above cutting beds and 4 to 5 feet apart. A single row will cover beds up to 6 feet in width.

- Keeps beds moist without excessive water
- Saves labor, speeds production.
- Uses as little as one gallon per hour at usual water pressures.
- Equipped with fine mesh screen. Mineral deposits will not clog orifice.

Monarch Foggers . . . \$1.75 each, postpaid with check

FOGGER CAPACITY AND APPROXIMATE BENCH WIDTH COVERED AT 25 LBS. PRESSURE, 4- FT. HEIGHT

Orifice Size	Spray Angle Degrees	Gallons Per Hr.	Coverage 4-Ft. Height
2.0	120	1.00	24 ins.
4.6	160	2.30	36 ins.
6.4	160	3.20	48 ins.
10.0	160	5.00	60 ins.

**AUTOMATIC
CONTROLS
AVAILABLE**

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Light Effect on Plant Growth

Reported by K. A. Bradley

Dr. Gustav A. L. Mehlquist, professor of floriculture, University of Connecticut, Storrs, presented a review of past and present research in photoperiodism at the recent Connecticut nurserymen's short course at Storrs and indicated how discoveries in this field might be applied to the nursery trade. Early mankind, according to Dr. Mehlquist, was all too ready to saddle the various gods with the responsibility for human environment, and it was not until the 19th and particularly the 20th centuries that the best plantsmen and physiologists began to think analytically about the effects of environment upon growing things.

Some of these early scientists came close to the conclusions that form the basis for the experimental and applied work of today. For example, they recognized the difference between light as such and temperature as such. They measured light in terms of intensity, but failed to realize the effect of light in terms of duration. The effects of higher temperature upon plant growth were realized quickly, but the effects of variation in duration of light were not appreciated.

Dr. Mehlquist pointed out that if anyone undertakes a study of the effect of light upon plant growth today, he takes it as a matter of course that he has to consider three different factors, intensity, duration and perhaps quality of light. The study of quality of light has become necessary only in the past few years, with the introduction of plastics as a substitute for glass.

Early Studies

Dr. Mehlquist then reviewed the work of Garner and Allard, two United States Department of Agriculture plant physiologists of the 20's, who conducted experiments on the blooming requirements of Maryland Mammoth tobacco. These experiments resulted in a general appreciation of the effects of day length on plant growth, particularly in regard to the vegetative versus the flowering stages. Garner and Allard continued to experiment with a variety of plants and found that a large number of plants of different categories — taxonomically, agricul-

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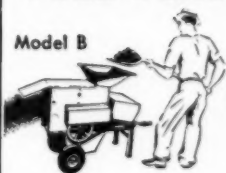
turally and otherwise—responded to light, but in different ways. Some plants flowered readily when the day was made longer; other plants flowered more readily when the day was made shorter; some plants did not show any particular response to day length.

On that basis they divided flowering plants into three broad categories, short-day plants, long-day plants and day-neutral or indeterminate plants. It is now becoming apparent that they may have been wrong in their initial categories, because what they classified as short-day plants probably should be considered long-night plants. These plants, with regard to flower initiation, are not responding to variation in day length per se but rather to variation in night length.

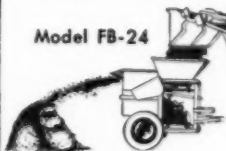
Dr. Mehlquist illustrated this point with a discussion of the work done on promoting vegetative and flower growth in chrysanthemums. It has been found that a chrysanthemum can be forced to bloom at any time of the year if one manipulates

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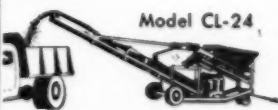
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the night length given the plant. He defined a long-night plant as one which does not flower until the night length exceeds a certain critical point, and a short-night plant as one which does not flower until the night length falls below a certain critical point. He said that it took about 10 or 15 years after Garner and Allard's work on tobacco for this knowledge to be applied to any extent in floriculture.

Speed-Up Valuable

Dr. Mehlquist, in discussing his early work in southern California with chrysanthemums, said that he had noted evidence there that the same principles of night length apply to woody plants also when he observed that some of the trees growing next to street lights did not drop their leaves at the normal time, but continued growing late into the fall. Discussing this subject at that time with people working with woody plants, he found general agreement that woody plants do respond to different night and day lengths, but there was doubt expressed that experiments on these plants would be worthwhile. The fact that woody plants are expensive because they are slow-growing and difficult to propagate was overlooked. It is in these very categories that the responses of woody plants to day and night length are now being studied.

About 15 years ago, at the University of California at Los Angeles, Dr. Walter E. Lammerts produced three years' growth in peach trees in one year by regulating day length and temperature on peach embryos. The trees bore fruit a year and one half after they were put out in the field. In Dr. Mehlquist's opinion this should have been sufficient reason, had the research been published more extensively, for undertaking the same work on ornamentals.

He then presented slides lent to him by Sidney Waxman, a doctoral candidate at Cornell University, Ithaca, N. Y. These slides illustrated the surprising increases in growth, beyond normal expectations, resulting from certain variations in night or day length, on woody plants such as dogwood, viburnum, weigela and others.

Pine Seed Test

Dr. Mehlquist cited research done by Mr. Waxman on the germination of umbrella pine seeds which had been subjected to different photoperiods. The results indicate that shortening the day length increases seed germination. In response to a

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question, the speaker explained that in all this experimental photoperiodic work it has been found that a light of not less than five foot-candles is needed and that one of 20 foot-candles is ample. No greater brightness than 30 foot-candles is needed at any one time.

Dr. Mehlquist read a summary from Dr. Harold Davidson, Michigan State University, East Lansing, of an investigation undertaken in 1955 to determine the extent to which woody plants would show a photoperiodic response. The test was conducted on Rhododendron catawbiense, Taxus cuspidata, Hibiscus syriacus, Weigela florida, Buddleia davidi, Clematis jackmani and Philadelphus coronarius aureus, which were subjected to a 16-hour, an 8-hour and a natural photoperiod. Results showed that the buddleia and the philadelphus were not affected by the photoperiods used in this experiment and that the rhododendron, hibiscus and weigela showed the greatest responses, these plants making the best vegetative growth under the 16-hour period.

Dr. Mehlquist observed that this work is still in the experimental stage, but that if further research in photoperiods should show that seed germination can be improved and vegetative growth increased, it would be highly beneficial to the nursery industry.

MARYLAND SHORT COURSE

[Continued from page 14]

Association, moderated a panel discussion on the advantages of container-grown plants over B&B stock. Panelist John H. Burton, J. H. Burton & Sons, Hyattsville, Md., recounted his first experience with container-grown plants in Florida some years ago. It made him shiver, he recalled, to see beautiful plants growing in such unsightly, rusted oil and food cans, many with distasteful remnants of labels partially sticking to them. On one occasion he purchased one of the canned plants for a friend at whose home he was a guest on a southern trip. The two of them, Mr. Burton related, had so much difficulty in extracting the plant that he almost became permanently prejudiced against container-grown stock.

Some years later, on a trip to California to the annual convention of the American Association of Nurserymen, Mr. Burton saw the attractive crimped cans in use there and became interested in adapting them for his own nursery. After five or six



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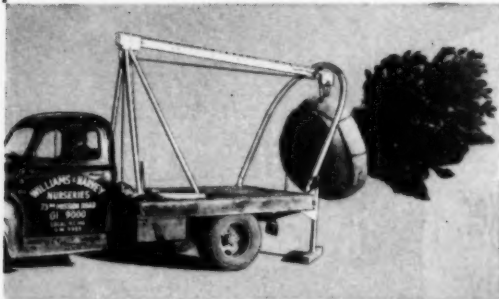
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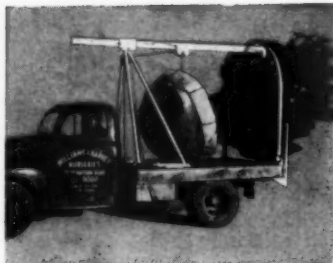


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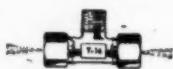
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years in handling container-grown plants, he has found they possess decided advantages. They are clean, neat and easy for both the nurseryman and the customer to handle. More of them fit into a small space. They continue to grow in the salesyard while B&B plants may sometimes go back and lose color. The lightness of the soil mix saves on transportation costs.

Further Advantages

Container-grown plants, Mr. Burton said, generally have better root systems, assuring less planting loss to the customer. The planting season is greatly extended; stock can be planted any time the ground is not frozen, with smaller loss than is possible when B&B stock is planted in an off season.

Plants in containers bloom and bear fruit sooner. The cans last longer than tar-paper pots and are much cleaner than B&B stock heeled in, in peat moss beds. Since there is less handling involved in growing plants in containers, they can be grown and sold more cheaply.

Mr. Burton, in his concluding remarks, stated that in the north it is essential to mulch container-grown plants. Without a mulch the cans have a tendency to dry out. In the summer, however, a mulch seems to be a disadvantage; the cans need only to be set on top of the mulch. A regular program of fertilization and watering, however, must be worked out and maintained.

Mrs. Marion McWilliams, Maxazalea Nurseries, Towson, Md., described her nursery's highly satisfactory use of container-grown stock.

The nursery tries to make everything as easy as possible for the inexperienced homeowner. The firm pays 10 cents each for 3-gallon used cans. The tops are cut down about three inches and crimped in and drainage holes are cut in the bottom. Shade trees to six and seven feet have been placed in these cans with good results.

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Cans are not slit when sold here as in some nurseries, but are to be planted with the plant. A sharpened tool something like a poker is used to riddle the cans as they are sold until they almost resemble a sieve. The customer plants the can with the plant; it is at the proper depth so he cannot plant it either too deep or too shallow. He does not have to dump the plant out, break the ball or cut his hands. The good soil in the container helps to get the plant off

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to a good start and the can soon rusts away.

Good results have been obtained with hollies, rhododendrons and pyracanthas, Mrs. McWilliams noted, and in sandy soil, container-grown plants did better than B&B plants.

Charles W. Christopher, Valley Landscape Co., Inc., Baltimore, Md., maintained that both container-grown and B&B plants have their advantages. The necessity for canned plants, however, arose with many new and inexperienced homeowners moving into the suburbs. The neatness and ease of handling of container-grown plants made them highly desirable to this large group of customers.

With the growing need now for

sales promotional work, neat and painted containers are rapidly coming to the forefront. Recent studies of the nursery trade indicate that 87 per cent of sales are made on sight. All except 1 per cent of the rest are made by radio and other advertisements. Therefore everything possible must be done to glamorize and give sales appeal to nursery merchandise, Mr. Christopher said.

Retailer's View

J. B. Hill, D. Hill Nursery Co., Dundee, Ill., concluding the panel discussion by taking the viewpoint of the retailer, stated that the story of container-grown plants goes back to ancient history. The Japanese have grown plants in ceramic containers

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for perhaps centuries. The Greeks and Romans grew full-size plants in large jardinières and moved them about as their whims and the weather dictated. Here, of course, economics did not enter the picture.

Some years ago, Mr. Hill continued, the Japanese in California made a careful analysis of their labor costs in producing nursery stock. They found that certain operations such as staking, pruning, fertilizing and spraying were making direct contributions to the salability of plants as opposed to such operations as weeding, hoeing and cultivating. They found that when they had their roses in cans they could concentrate their efforts on the plants themselves rather than on unprofitable chores.

In a similar study, the D. Hill Nursery Co. found that 80 per cent of its costs in growing field stock arose from operations not directly contributing to the welfare of the plants. Frequently, by spending money on such unprofitable work as weeding, the nursery was forced to postpone trimming and shaping until too late in the season to have a finished plant by sale time.

The nursery business is following closely the course of the food industry. The time is rapidly passing, Mr. Hill prophesied, when the little corner grocery store or delicatessen can compete with the big chain stores. Nurserymen need merchandisable items that can readily be put on shelves for fast turnover. While canned plants are no panacea—there will always be a need for B&B stock—the tapered and fluted containers now will help move plants more profitably than ever before. For many nurseries, growing stock is as foolish as a large department store's manufacturing dresses for sale in its main building.

Conducts Survey

Several years ago, the Hill nursery made a survey in Illinois to determine exactly what the markets were for wholesale plants. Realizing that it is entirely dependent upon the energy, ingenuity and salesmanship of the retailers to which it sells, the nursery hired an excellent advertising man to survey its nurseryman customers. First results seemed amusing, but they developed into a pattern that no longer could be considered humorous.

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of the nearest house, which he assumed to be the nurseryman's home. In answer to his ring, he was greeted by the nurseryman's wife, who could not hide either her displeasure or impatience at being interrupted at her household chores.

Eventually, after a few more delays, Mr. Hill reported, the man finally found the nurseryman in a back field digging a plant with two men who had been on the payroll for 15 years watching how it should be done. When he had consummated the purchase of a plant and asked the nurseryman when it could be delivered, the answer was vague: "Well, next Thursday, if it doesn't rain and if I can get these other things out of the way first."

The nurseryman, Mr. Hill said, must make deliveries promptly and on schedule. His shelves are expensive; his place of business is expensive, and he can only do a good business by having a rapid turnover. While B&B plants are good plants, container plants can be moved somewhat faster. In California, container-grown plants are now found at the ratio of 30 to 1. This trend will probably be followed elsewhere.

After lunch, Dennis E. Wile, Maryland farm bureau accounting service, Baltimore, Md., discussed the work of his organization with nurserymen and greenhouse owners. In Maryland, he said, the accounting service has not served so many as in New England, where this type of assistance originated. However, the service is of growing interest, since the average nurseryman has neither the need nor the funds for a full-time accountant.

Simpler Record Keeping Needed

Problems of tax records are becoming increasingly complicated, and nurserymen must streamline their methods of keeping records. Since tax problems will occupy a considerable part of the nurserymen's time, he may as well provide himself with a pleasant and comfortable place in which to work on them. This will involve a desk in a quiet spot with the necessary machines and other equipment. One way to simplify record keeping is to eliminate unnecessary entries. Pay wages only once a month instead of three or four times if it is at all possible.

The biggest problems encountered in farm bureau accounting work, Mr. Wile explained, concern taxes. First of all, with nurserymen, each individual and each case are somewhat different. A new nurseryman



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just starting out in business should attempt to spread his depreciation over a long period. An older nurseryman doing a sizable business, however, should figure every possible way of taking as big a depreciation on a new large piece of equipment as is allowable in order to keep out of the higher tax brackets.

The average nurseryman can simplify keeping records, Mr. Wile advised, by using the large loose-leaf type of check book issued through the banks—the kind that cannot be carried around in a hip pocket. The blanks have large stubs with places for keeping records. He should then pay everything by check. If workers do not like checks, he may pay them by check but have them endorse the checks in his presence and then give them the cash.

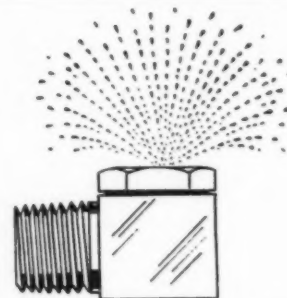
In the farm bureau accounting system, twice as many breakdowns are kept as are required, since they facilitate checking back if any clients' returns are questioned. It is necessary, he warned, to prorate such items and costs as automobiles, station wagons and electric and fuel bills when the items are used for both personal and business activities.

Regarding the eligibility of nurserymen for the farm bureau service, Mr. Wile stated that the nurseryman should be a member of the farm bureau. In Maryland, however, since the Maryland Nurserymen's Association is affiliated with the bureau, no nurseryman has been turned down as yet for service.

The cost of the farm bureau service, Mr. Wile explained, depends upon the amount of work and the complications involved, but could be estimated at around \$15 to \$20 per month for the average nurseryman. This includes all accounting, preparation of state, federal and payroll returns and, if any return is questioned, representation by a farm bureau accountant. Since this cost is deductible, Mr. Wile concluded, and since the service saves the nurseryman time, trouble and money, it is the least painful expense of all.

Dr. Lee J. Enright, assistant professor, department of horticulture, University of Maryland, showed an interesting series of colored slides showing the results of a 3-year field test of azaleas growing in soil, soil and Krilium, soil and sand, soil and sawdust, sawdust and pure peat moss.

The short course ended with the showing of a sound and color film, "Godsend in Grass," by the Summit Hall Turf Farm, Gaithersburg, Md.



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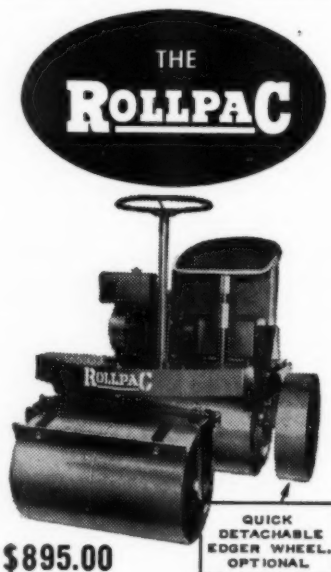
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The Fight With the Fungi

Reported by K. A. Bradley

At the recent Connecticut Nurserymen's Association short course held at the University of Connecticut, Storrs, Dr. James G. Horsfall, director of the Connecticut agricultural experiment station at New Haven, Conn., spoke on the topic, "The Fight with the Fungi." He first mentioned some early Biblical observations on plant diseases, which, at that time, were blamed on an angry God. He showed that plant pathology is a fairly recent science, a much later one than entomology, because until the microscope was developed, man could not see the plant disease organisms.

Another early misconception mentioned by Dr. Horsfall was the belief that fungus spores were the result of a disease, rather than the cause, as they are known to be today. He mentioned the work of early scientists in showing the world that disease is germ-borne.

Dr. Horsfall next referred to the relationship of plant diseases to the weather and sketched an interesting account of how wheat smut thrives under certain conditions of moisture and temperature to influence the eating habits of nations. Although early colonists in New England and Virginia both came from England and brought with them wheat, in general use there, growing conditions have resulted so that in the southern United States, bread is thought of as corn bread, while in the northern United States bread is wheat bread.

Similarly, in England and Italy, wheat can be grown successfully and is used as a staple of diet, while in central Europe, where the right combinations of temperature and moisture produce an excessive amount of wheat smut, rye flour is the staple for bread making. Dr. Horsfall said that when one changes the eating habits of a population, he has done something really significant and remarked that, even today, with modern disease-resistant varieties, Virginians would have difficulty growing enough wheat to support themselves.

Another historical anecdote, men-



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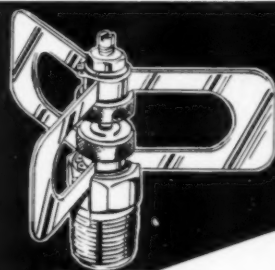
tioned by the speaker to show the effects of fungi on populations, was the account of the plague of St. Anthony's fire, or ergotism, which scourged central Europe during the Middle Ages and was caused by eating rye flour contaminated with ergot. This disease lessened as potatoes were introduced and gradually replaced some of the rye flour in diets.

Dr. Horsfall went on to say that nurserymen are faced with problems of a similar nature, regarding the relation of fungus diseases to the weather, but today there is an array of controls, even including the weather, if one is working with a greenhouse situation. Rhizoctonia was mentioned as an example of a fungus affecting taxus roots, one recommended control for which is an application of oxyquinoline to the soil.

Powdery Mildew

The fungus of powdery mildew was discussed as an example of a disease influenced by moisture conditions in greenhouse culture. Since powdery mildew is a dry-weather fungus, it was not seriously prevalent in times past, when red spider control involved syringing of roses, for example. Now that red spiders are controlled with synthetic compounds—now that the weather in greenhouses has changed—powdery mildew has become more prevalent. Other interesting facts concerning this fungus and its control are that it attacks plants in the late afternoon and is most prevalent in a drafty location. The reason for the former is that the fungus likes sugar and attacks the leaf when the sugar content is high; the reason for the latter is that the powdery mildew spore, even though only four or five microns long in itself, is borne on the end of a stock about 125 to 150 microns long, which penetrates the layer of still air (about 100 microns thick, according to the aircraft industry) at the surface of a body at rest and allows the breeze to blow it around. A third curious feature of powdery mildew is that its spores germinate without water. Another fungus (of which there are few) having this characteristic is botrytis. This suggests that if chemical compounds that would affect the water-holding ability of the spores could be devised, the spores could be killed. Dr. Horsfall explained the reactions of sulphur, Karathane and oil emulsions on the powdery mildew spore, causing it to die.

Dr. Horsfall next discussed other



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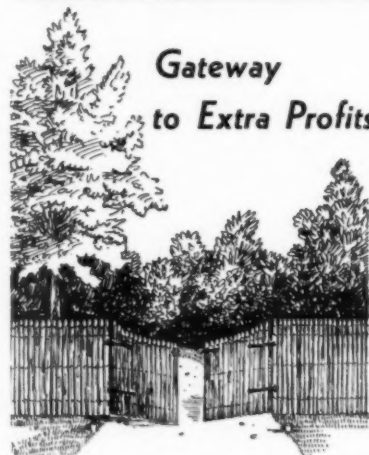
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types of fungi that germinate in wet conditions and have to be attacked with chemical compounds that perform their reactions in water. He emphasized the facts that these fungi cannot enter a dry leaf, that the leaf's sugar content does not influence them and that they are spread by means of water, often in the form of rain.

In this connection he also mentioned the fundamental difference between the control of plant diseases caused by fungi and those caused by insects as being that insects attack a dry leaf and the majority of fungi attack a wet leaf. To control the latter, one must have a compound of such a type that it will not be washed off in the rain and yet will be soluble enough so that it can poison the fungus when it germinates in the water. For fungi or insects which thrive in dry weather, gaseous substances can be used, but these will not work to control fungi which have a habit of developing in wet weather.

In summary, Dr. Horsfall said that the fight against fungi depends upon ability to deal with the weather, on the one hand, and with the fungus, on the other; that the methods used for control will depend upon whether the fungi are dry-weather or wet-

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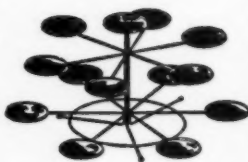
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weather fungi, and that dry-weather fungi travel during dry periods and can be attacked only during dry periods, while wet-weather fungi travel during wet periods and can be attacked only during wet periods.

PENNSYLVANIA CONFERENCE

[Continued from page 12]

for rooting is needed. Another consideration is whether one is prepared to care for the plant afterward. Larger cuttings can now be handled through controlled use of water. Condition of the wood, age of wood and size of cutting are interrelated. The desirable position on the plant may vary with different plants. Thus, rhododendron cuttings taken from the top vigorous shoots will not root so well as those from the slower-growing side branches. Norway spruce, also, roots best from the lower side branches.

Wounding Techniques

Wounding has been used for a long time and it has an effect on the root system. It is of value on almost all cuttings except those of taxus. Light wounding may be done by drawing the blade of a knife through the bark in a straight line at the base. A special wounding tool can be made by attaching several razor blades together so that several cuts can be made at one time. Heavy wounding is done by slicing a strip of bark off the base. This is best done on two sides, so that the root system will be more balanced.

Hormones are of great value, but must be used correctly. They will not take the place of careful handling but they help.

The medium is not so vital as it was once thought to be. A host of materials can be and are being used successfully by many propagators. Most prefer plain sharp sand. Vermiculite, although not so good generally, can be used very satisfactorily with some plants. A sand and peat mixture is good for a great number of plants.

Control of Water Loss

Mist or the controlled use of water makes all the other control factors on the key less important. Its use allows the taking of cuttings earlier, which in turn means better overwintering. Water is necessary for plant life, and this is no less important in cuttings than in whole plants. The natural method of water absorption has been removed when the cutting is taken from the parent plant.

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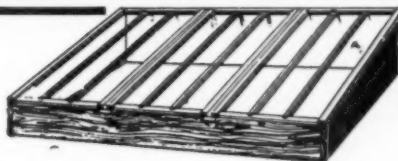
182 PRINGLE STREET / KINGSTON, PENNA.

vation and use—is the most important single factor in successful propagation. In earlier times attempts (perhaps unconscious) were made to control water loss. These included propagating structures—the jam jar, the frame, greenhouse, the sweat box and the use of plastics. Gathering cuttings early in the morning when fully turgid, spraying and dampening down the cuttings, and the use of water-retentive mediums, such as peat, and peat and sand, have helped to conserve moisture. The proper use of mist can prevent water loss from the cuttings and allow the cuttings to be rooted in more light without danger of wilting. More leaf surface can be retained on the cutting, and thus, with more light, greater manufacture of food through photosynthesis takes place. This gives more rapid and better rooting. Proper use of mist, then, removes much of the hazards of rooting cuttings.

After care includes mulching, pinching and root pruning to prevent transplanting loss.

The evening session was an interesting and profitable panel discussion on propagation led by Mr. Wells; Orlando S. Pride, Orlando S. Pride Nursery, Butler, Pa.; Aart

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Vuyk, Musser's Forests, Inc., Indiana, Pa., and R. P. Meahl, professor of ornamental horticulture, the Pennsylvania State University. Questions were asked from the floor, with all joining in the discussion.

Asiatic Crab Apples

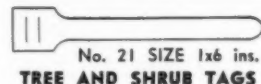
Wednesday's session opened with a talk on "Asiatic Crab Apples for the Nurserymen," by Dr. R. D. Anthony, professor emeritus of horticulture, Pennsylvania State University. Dr. Anthony stressed the beauty and value of Asiatic crab apples, both for flowers and fruit. He urged the use of these crab apples, not only for ornamental and landscape plantings, but as possible plants for game food. He pointed out that vast sums are spent by sportsmen and that game commissions are anxious to increase the game population. The major limiting factor is lack of food. The crab apple lends itself admirably for use as game food. The small fruited sorts are used by birds, such as turkey and grouse, and the large-fruited ones provide much food for big game animals, such as the deer.

The Asiatic crab apples have an advantage over most domestic types in that they are much more resistant to leaf rust. However, many do not come true from seeds, so that propagation becomes a problem for large-scale plantings. Fortunately about 10 per cent do come quite true from seeds, and for these it is possible to go back to original known plants, such as those at the Arnold Arboretum. Dr. Anthony forecast a large demand for these plants in the next few years.

Dr. R. E. Larson, head, department of horticulture, Pennsylvania State University, explained the new proposed winter course program for training personnel in ornamental nursery management. He explained the regular 4-year and 2-year programs now in operation, but both of these give college training to the student. There has been a need for a practical course, given during the winter so that those attending could finish their course work in time to return to the nursery for the spring season. However, if the winter course is to be successful, it must be supported by nurserymen's sending some of their employees for further training and encouraging prospective employees in their communities to enroll. At least 20 students should be enrolled in the first course, which is scheduled to begin November, 1957.

The next topic was "Preferred

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List of Trees, Shrubs and Evergreens for the Beginning Nurserymen," by R. P. Meahl. Professor Meahl presented a list of plants which he felt should be grown or handled by most beginning nurserymen. This list is not to be considered fixed rigidly, but certain additions or subtractions would undoubtedly need to be made, depending on the individual, the size and type of his business and its location. Kodachrome slides were used to illustrate the plants recommended. The lists will be published in the next issue.

The morning session concluded with a discussion on "Marketing Research for the Nurserymen," by A. O. Voight, instructor, agricultural economics extension, Pennsylvania State University. He said marketing research plays a big part in the price, design, manufacture and nature of the product itself.

Marketing research is an organized method of finding an improved course of action to supplant an unsatisfactory operation. It helps to keep in touch with the market and if accurately executed will reduce the risks one has to take and should increase the profits. So far, little has been done in marketing research of nursery stock, but a project being conducted by the departments of agricultural economics and horticulture is designed to determine why people do or do not purchase nursery plants and find methods for increasing the demand. Data for this project were gathered last summer and are now being compiled. It is hoped that soon some interesting information will be available to the nursery industry.

The first speaker, Wednesday afternoon, was Dr. James Tammen, professor, plant pathology, Pennsylvania State University, whose topic was "Soil-Borne Diseases of Ornamental Plants and Their Control." Disease control measures must be applied prior to dissemination or prior to penetration and infection by the causal parasites, it was pointed out. Root or basal stem rot parasites include pythium, phytophthora, rhizoctonia and thielaviopsis. Root rot or basal stem rot parasites include phomopsis, sclerotinia and ascochyta. Soil-borne parasites that grow systemically within the plant include fusarium (wilt type), verticillium and bacteria (wilt type).

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zation is generally better than the use of chemicals for soil treatment.

Soil fumigants on which the speaker reported, giving recommended rates of application and costs per acre, included methyl bromide, chloropicrin, Vapam 4-S and Mylone (Craig 974).

Soil drench fungicides were mentioned as stop-gap controls of soil-borne parasites, used in cases where disease-producing organisms are accidentally introduced into fumigated or pasteurized soils. Named for this purpose were Semesan, Terraclor (75W or 20 per cent dust) and Captan 50W.

Landscape Design

Frederick W. G. Peck, landscape architect, Philadelphia, Pa., spoke on "Functional Landscape Design for Small Properties." He said that landscape architects and nurserymen have somewhat the same responsibility in proper use of plant material to add beauty to the home grounds and surrounding areas. In approaching a landscape problem, some principles should be kept in mind. Planning and planting must be re-evaluated. Six factors and trends to consider in design are: The automobile, outdoor living space, suitable working area, less and less of maintenance, a planting scheme which unites the whole and use of fool-proof plants.

The functional spaces to consider include the entrance and foundation, driveway and parking, service area, terrace and garden. The entrance should announce dignity, and the approach should be straight and smooth. Foundation planting should be kept to a minimum. Use of more espalier plants was recommended. It is desirable to extend the horizontal lines beyond the building. More planting at the perimeter is needed rather than at the building itself.

The driveway and parking should be wide or large enough to be comfortable even at the expense of ground. The service area has been the stepchild of the home grounds. It should include space for clothes drying, ashes, a compost pile, a tool house, a kitchen garden and perhaps a cut flower garden.

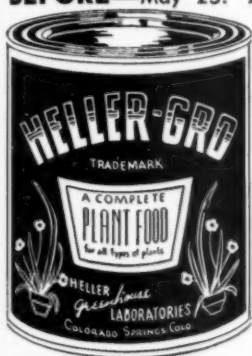
Patio Function

The terrace or patio is the hub of all outdoor living. It is the wedding of house and garden, the outgrowth of the living room or dining room. It should have shade in the afternoon. Color will come from potted plants, pottery and furniture. The

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patio should be a place where children can play.

The garden no longer means what it used to mean. It should be designed as a part of the living terrace or an outgrowth of the terrace and a part of it. There should be an invitation to enter the garden from the terrace, and the composition of the garden should be related to that of the terrace. It should contain the most interesting and best planting that can be obtained.

In summary, Mr. Peck said landscape design is for the living and not a resting place for clipped specimen plants. The edges of the area should be planted and the centers kept open. It is better to have repetition in the use of a few good plants instead of a large collection of different plants. Maintenance should be reduced to the minimum by paving, mulching the ground and use of ground covers. The backbone of all planting should be evergreen. Cut out branches if necessary to achieve proper design. It is important to have at least one conversation piece in each garden.

Plant Exploration in Japan

Dr. John L. Creech, horticulturist in charge, United States Plant Introduction Garden, Glenn Dale,

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Md., gave an illustrated talk, "Ornamental Plant Explorations in Japan." He showed Kodachrome slides of many plants used here that grow naturally in Japan and showed the rugged terrain in which some are found. It was apparent that there are still quantities of plants worthy of introduction for use by nursery and landscape workers in this country.

The concluding session was opened with a talk on the "Effects of Various Mulches and Winter Protection for Container-grown Nursery Stock," by Dr. William E. Snyder, professor, ornamental horticulture, Rutgers University, New Brunswick, N. J. He stated that one of the big problems with container-grown stock is the overwintering in areas where subzero weather is not uncommon. In preliminary experiments, under controlled conditions, air temperature starting at 37 degrees Fahrenheit was lowered to 0 degrees in about 30 hours. The temperature of unmulched soil was slightly slower in lowering and leveled off at about 5 degrees. Root temperatures were almost identical with soil temperatures.

A mulch of dry peat held the temperature at the freezing point for about 48 hours, after which it dropped rather quickly to 5 degrees. With a moist mulch, 60 to 65 per cent moisture, the temperature held at 32 degrees for 72 to 96 hours, then dropped to 5 degrees. After the mulch was frozen it reacted the same as soil to fluctuations in temperature.

Mulching Tests

In the main experiment, which was carried on outdoors, plots were prepared as follows: Control, material set in frames; lath shade over top of material; sawdust, three inches deep over soil in containers; peat, three inches deep over soil; salt hay plus lath over the top. All plant material had been in gallon containers for one growing season. The lowest temperature recorded was -14 degrees, and there were nine times when the temperature went below zero.

The temperature of the control plot was comparable to air temperature but was more even. There was, however, a lag in the temperature change. With lath over the plot, the temperatures were practically the same as those of the control. It is felt, however, that the lath gave some beneficial protection, aside from the temperature. Salt hay plus

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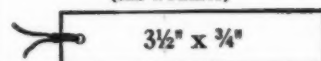
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the lath gave even temperatures. Peat gave very even temperatures, slightly higher than salt hay. Sawdust was much the same as peat and salt hay but slightly higher.

Plants showing no injury were *Taxus cuspidata*, *Taxus media hicksi*, *Juniperus chinensis pfitzeriana*, *Forsythia* (although flower buds were killed), *Magnolia soulangeana*, *Viburnum tomentosum*, *Thuja orientalis elegantissima* and *Thuja plicata*.

Those showing slight to medium injury were *Taxus baccata* repandens and grafts of *Thuja*. Death of the following plants occurred in unprotected plots: *Rhododendron micronatum*, *Rhododendron catawbiense*, *Cornus florida rubra* (both cuttings and grafts), *Ilex opaca*, *buxus*, flowering cherry and grafts of red-leaved Japanese maples.

American holly showed good response to mulch, with no trace of sun scald or leaf burn, and made good growth the following year.

Shade Tree Diseases

"Treatment of Pathological Diseases in Shade Trees" was discussed by S. Theodore Gilbert, Bartlett Tree Expert Co., Irwin, Pa. He first discussed the elm, of which Dutch elm and phloem necrosis are important diseases. The Dutch elm disease was first prevalent in New England, where the federal government attempted to contain it. However, it broke out in other areas and now may be found over a large area. To be absolutely sure of the presence of the disease, a laboratory check must be made. However, symptoms include wilting in the tops of trees and brown streaks in the wood of the twigs. The European and American bark beetle are carriers of the disease and effective control of these pests helps to check the spread. All dead wood should be cut out and burned and the plant thinned. A delayed dormant spray, composed of miscible oil and DDT, applied just before the leaves break, is good. The tree should be covered thoroughly, especially the top. One spray should be sufficient for a whole season. Another thing that helps is to keep the plants healthy by fertilizing. A good fertilizer is a 6-8-6 mixture. Mr. Gilbert also advised injecting medicated lime in healthy trees to build up immunity to the disease.

Phloem necrosis, not so widespread as the Dutch elm disease and not so devastating, is yet a serious disease of elms. Leaves tend to curl and finally turn brown. Browning

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1-pint bottle	3.59	6 to case	12.92
1-quart bottle	5.65	6 to case	20.34

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may appear under the bark and over the entire tree at once. The vector is unknown, but it is thought to be leaf hoppers. The control is spraying for leaf hoppers. Diseased trees should be cut down and destroyed.

Bleeding Canker

Bleeding canker may appear on oaks, maples and most hardwoods. The symptoms are little fissures in the bark which are sometimes hard to find. Sap runs down from the crack, with die-back and wilting appearing at the top. The vectors are insects, root grafts and pruning tools. Control is obtained by removal of infected trees. Chemotherapy can be used. A preparation called Carosel, injected into the trunk, has shown good results.

Oak wilt has spread extensively during the past few years and is found in Pennsylvania. There is no cure for this. The symptoms are heavy suckering of the lower branches, bronzing of the leaves and premature dropping of the leaves. Often, however, oak trees are reported to have the wilt when actually the symptoms are the result of damage to roots from building and excavation work. The vectors are not known for a certainty. The disease is not felt to be as serious as first thought. The control is to cut down and destroy all oak trees within a 50-foot radius of an infected tree, since the disease can spread by root grafts.

Maple wilt affects most maples and some elms. It may kill one branch or leader, while the rest of the plant seemingly is not affected for several years. Its presence is shown by green streaking in apparently healthy portions of the plant. The wilt is spread by splashing of rain water, by insects and by root grafts. The control is to remove and destroy infected plants. Pruning and feeding are beneficial.

The concluding speaker was Dr. T. S. DeLong, senior research forester, department of forests and waters, Mont Alto, Pa., whose topic was "Problems of Handling Forest Tree Seeds." Most seeds are obtained from commercial seed firms, but it is possible to collect one's own. Collected cones are placed in a warm room for seed extraction. Seeds are best stored at low temperatures in the mid 30's, with moisture excluded. About 7 to 12 per cent moisture is right. Keeping the seeds in glass containers helps control the moisture content.

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in order to determine the seeding rate. A representative sample should be taken with a seed prober. The actual rate is determined by the germination percentage and the number of seeds per pound.

If the seeds cannot be sown in the fall, stratifying to take care of the after-ripening is done. This means placing the seeds in a moist medium and holding them at about 41 degrees for a period. It is desirable to treat the seeds with a fungicide, to prevent disease. Ferbam, captan or arasan are good materials.

Small lots of seed may be sown by hand, but larger areas require the use of mechanical seeders, which may be drill or broadcast types. On present-day seeders, the setting can be precise. After the seeds are sown, the beds are covered with a mixture of half sand and half sawdust. On top of this cover, burlap or salt hay can be used; however, both must be removed as germination starts. Pine needles may also be used, and these can be left on the bed. However, there may be some danger from introducing the needle cast disease to the bed. Lath shade is used over all the beds.

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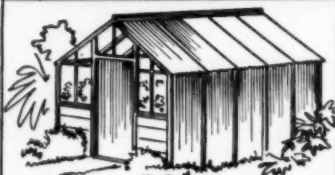
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PLANT PATENTS

The following plant patents were issued recently, according to Rummeler, Rummeler & Snow, Chicago patent attorneys:

No. 1547. Chrysanthemum plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of chrysanthemum plant of the decorative type, characterized particularly as to novelty by its general similarity to its parent variety Sea Gull (plant patent No. 1130), but being distinguished therefrom by the picric-yellow, overcast with pinard-yellow, general color tonality of its flowers.

No. 1548. Chrysanthemum plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of chrysanthemum plant of the decorative type, characterized particularly as to novelty by its hardiness, glossy dark green foliage, the pomegranate-purple lightly overcast with spinel-red general color tonality of its flowers and the unusual freedom of its reproduction by suckers.

No. 1549. Carnation plant. Marshall Norman Winkler, Wakefield, Mass. The new and distinct variety of carnation plant, characterized particularly by its stiff stem of medium length; large size of flower of high-centered, slightly flattened half-spherical shape as viewed from the side; slight necklike effect of petals as they emerge from the calyx; slender calyx, flaring out with bulbous-shaped sepals; long petals of Neyron-rose color, more intense at the center and paler on the edge of the flower, and distinct peppermint fragrance.

No. 1550. Apple tree. Walter A. Law, Tonasket, Wash., assignor to Stark Bros. Nurseries & Orchards Co., Louisiana, Mo., a corporation of Missouri. A new and distinct variety of apple tree, characterized particularly as to novelty by its general similarity to its parent variety, Red Rome Beauty (unpatented), but being distinguished therefrom by the larger size of its fruit, the longer and more conical shape of its fruit and the earlier, more uniform, all-over bright red coloring of its fruit.

No. 1551. Apricot tree. Judson L. Crandall, Hanford, Calif. A new and distinct variety of apricot tree, substantially like the Tilton variety as to size, shape and foliage of tree, but characterized especially by its early blossoming and by the novelty of its fruit, particularly its early maturity, exceptionally sweet flavor and having pits showing three prominent ridges.

No. 1552. Rose plant. Thomas Edison Motose, Fairport, N. Y. A new and distinct variety of hybrid tea rose plant belonging to the continuous or recurrent-blooming variety of the cultivated species of the genus *rosa*, characterized as to novelty by its unusual hardiness, vigor and tall upright growth; by its large, leathery, glossy dark green leaves; by the distinctive Tyrian rose, capucine buff and amber colorings of its flowering buds; by the rose color, capucine buff and amber colorings of its blooms; by its sweet raspberry fragrance; by its abundant pro-

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duction of blooms, and by its greater resistance to mildew and black spot infections than its parent varieties.

No. 1553. Chrysanthemum plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co., Newark, N. Y., a corporation of New York. A new and distinct variety of chrysanthemum plant of the semidecorative type, characterized particularly as to novelty by its free and airy growth, its leathery foliage and the bittersweet orange, lightly overcast with grenadine red, general color tonality of its flowers, and their relatively large size.

No. 1554. Chrysanthemum plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co., Newark, N. Y., a corporation of New York. A new and distinct variety of chrysanthemum plant of the semidecorative type, characterized particularly as to novelty by its vigor and hardiness, its light green foliage and the distinctive coral red, lightly overcast with begonia rose, general color tonality of its flowers.

No. 1555. Chrysanthemum plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co., Newark, N. Y., a corporation of New York. A new and distinct variety of chrysanthemum plant of the decorative type, characterized particularly as to novelty by the attractiveness of its plant and flowers, the earliness of its bloom, the large size of its flowers, the long persistence of its blooms until after the first frosts, and the distinctive pale rhodonite pink, lightly overcast with rose pink, general color tonality of its flowers.

No. 1556. Rose plant. Harris H. Blixen, Edwardsville, Ill., assignor to Woodlawn Gardens, Inc., Edwardsville. A new and distinct variety of rose plant that is characterized particularly as to novelty by the uniform, over-all, dark red color tonality of the blooms, which do not pale when stored under refrigeration; by its abundance of large flowers; by the large size and pointed shape of the buds; by its large green leaves, with red veining; by its sturdy, stiff stems, and by its upright vigorous growth.

No. 1557. Rose plant. Walter E. Lammer, Livermore, Calif. A new and distinct variety of rose plant of the ever-blooming pillar rose type and the hybrid wichuraiana class, characterized particularly as to novelty by its general resemblance to the variety High Noon (plant patent No. 704), but being distinguished therefrom by its greater winter hardiness; its larger, more glossy and more abundant foliage, which better clothes the plant, particularly near the base thereof; its larger and longer buds, which are urn-shaped at first, but become long-pointed and high-centered as the flowers open; its lighter-colored buds, which are empire yellow in general color tonality and have only a slight tinge of maize-yellow color, and its lighter yellow open flowers, which are empire yellow in general color tonality.

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BOOK REVIEWS

FLOWERING TREES

Over 250 species are described in compact and instructive form in the 244 pages of the "Book of Flowering Trees and Shrubs," by Stanley B. Whitehead. They are illustrated in full color in 63 full-page plates, on each of which appear sprigs showing leaves and flowers and sometimes fruit of four species. This interesting reference book is of English origin, published in this country by Frederick Warne & Co., at \$3.50.

Some of the species described are common in this country, but more often they are rather those in English gardens, or lesser known varieties. To the nurseryman seeking flowering trees and shrubs for the grounds of the modern home, this would be a source of much information. Written for the layman, it includes some introductory chapters on the selection of shrubs in the modern garden, soils and situations, planting and propagation and the care of trees and plants. A glossary and index are provided.

This is a companion volume to "The Book of Garden Flowers," by G. A. R. Phillips, which was issued by the same publisher in 1952 and, in a revised edition, in 1953 at \$3. It contains 80 full-page plates in color, each depicting four flowers—200 perennials and 120 annuals and biennials, accurately illustrated. This is a handy and informative book.

GARDENING IN FLORIDA

Originally issued only two years ago, "Your Florida Garden" has now been published in a revised edition by the addition of several pages of drawings showing techniques in various operations and by the inclusion of a chapter on fruits.

This is an especially instructive book for northerners who take up their residence in Florida and must learn new gardening methods to meet the different conditions there. These methods are described, and recommended plants in various categories are discussed, in this excellent and attractive 350-page volume, published by the University of Florida Press, at \$5.50.

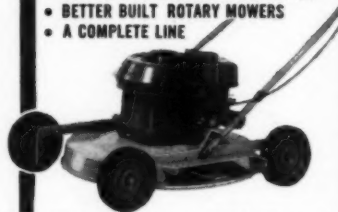
The authors, John V. Watkins and Herbert S. Wolfe, are well known for their writings on horticultural topics. Professors in that field at the University of Florida, they are

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The ninth in the succession of annual yearbooks of the North American Lily Society maintains the progress of its predecessors in the interest and variety of contents. This 146-page, well-illustrated volume, cloth bound, contains articles on breeding, propagation, diseases, new varieties, famous lily hybridizers, experiences on this continent and in foreign lands, etc., and 15 pages of lily portraits. The capable editor continues Dr. George L. Slate.

The yearbook is available for \$3 (with or without membership in the society) from the treasurer, Ernest F. Stokes, 21 Oakland street, Lexington 73, Mass. A membership roster is included in the book.

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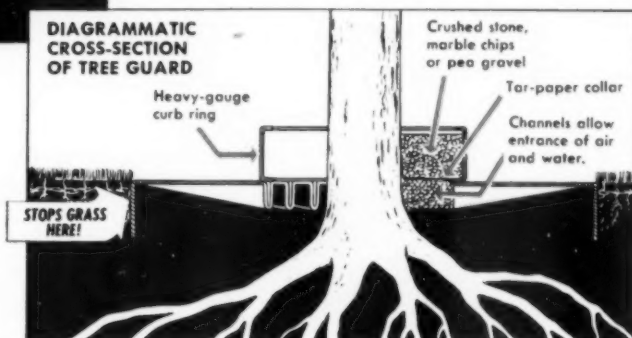
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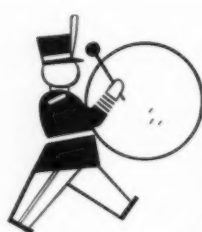
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<i>Taxus cuspidata Hiti</i> Rapid-growing, upright, vase-shaped Yew35	.33	.30
<i>Taxus cuspidata intermedia</i> Broad, vase-shaped Yew35	.33	.30
<i>Taxus cuspidata nana pyramidalis hilli</i> Dwarf, upright, columnar, dark green Yew. Ideal for miniature hedging35	.33	.30
<i>Taxus cuspidata, spreading</i> Familiar, popular, spreading Yew35	.33	.30

	100	500	1000
<i>Taxus media browni</i> Dense, globe form Yew	\$0.35	\$0.33	\$0.30
<i>Taxus media hatfieldi</i> Upright, vase-shaped Yew .....	.35	.33	.30
<i>Taxus media hicksi</i> Upright columnar Yew .....	.35	.33	.30
<i>Thuja occidentalis nigra</i> (Dark Green American Arborvitae) .....	.30	.28	.25
<i>Thuja occidentalis pyramidalis</i> Narrow, upright, American Arborvitae .....	.30	.28	.25
<i>Thuja occidentalis woodwardi</i> (Globe American Arborvitae) .....	.30	.28	.25
<i>Pinus mughus</i> Dwarf, compact type35	.33	.30
<i>Euonymus fortunei coloratus</i> (Purple-leaved Winter Creeper)30	.28	.25

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